

# KGHM

POLSKA MIEDŹ S.A.

# A Leading Global Copper Producer in Mining-Friendly Jurisdictions



Investor Presentation
May 2014

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### **Today's Presenters**



Herbert Wirth
President & CEO



Jarosław Romanowski First Vice President & CFO



Wojciech Kędzia Vice President & COO



Marcin Chmielewski
Vice President – Corporate
& International Affairs

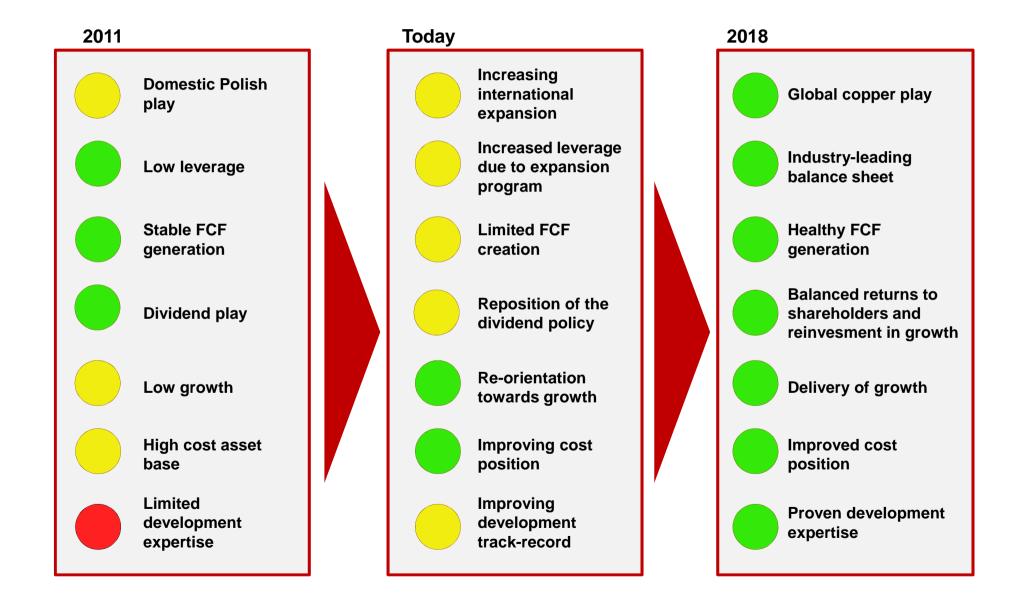


Maciej Koński Executive Director Business Development

### Agenda

- **Leading Copper Producer** 
  - Herbert Wirth (President & CEO)
- **Balanced Portfolio of Assets in Mining-Friendly Jurisdictions** 2
  - Wojciech Kędzia (Vice President & COO)
  - Maciej Koński (Executive Director, Business Development)
- Sierra Gorda Delivering Production Growth for the Future 3
  - Maciej Koński (Executive Director, Business Development)
- Focus on Financial Performance, Capital Discipline and Optimising Shareholder Returns
  - Jarosław Romanowski (First Vice President & CFO)
- KGHM The Importance of Good Corporate Citizenship 5 Marcin Chmielewski (Vice President, Corporate & International Affairs)
- Q&A

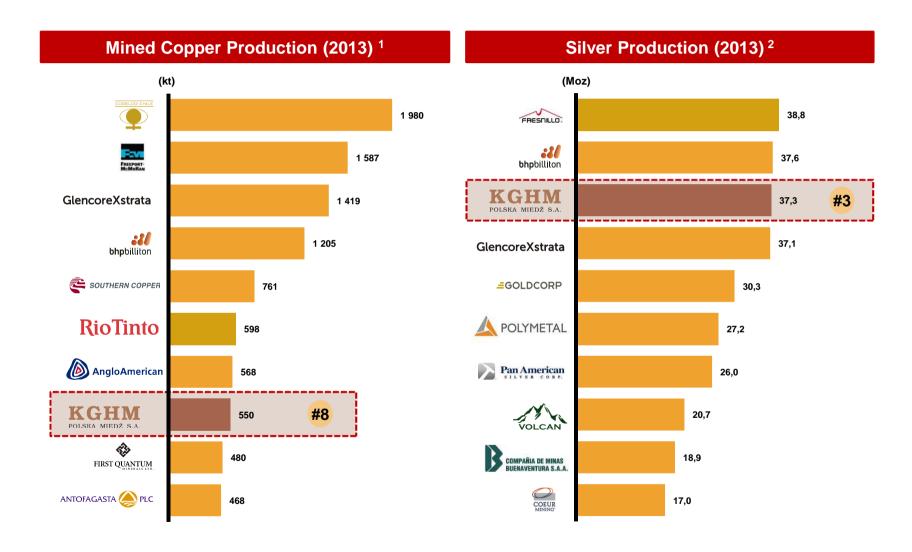
### **KGHM On The Right Path Of Transformation**



### The KGHM Story

- 1 Top 10 copper and silver player
- 2 Strong track record of production and significant de-risked growth prospects
- 3 Balanced portfolio of assets at different stages of development ensuring continued volume growth
- 4 Sierra Gorda to begin production in mid 2014 (95% completed), expected to be a major medium-term catalyst
- Experienced management team with proven track record of value creation and return of cash to shareholders
- 6 Based and listed in one of European Union's most dynamic economies

### 1 Top 10 Copper and Silver Player



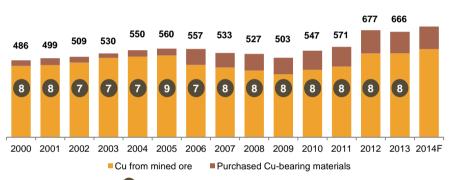
<sup>(1)</sup> Wood Mackenzie, 2013

<sup>(2)</sup> World Silver Survey 2014, The Silver Insitute

# Strong Track Record of Production and Significant De-risked Growth Prospects

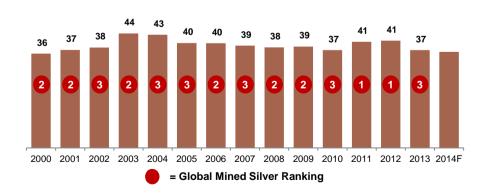
#### **Track Record of Copper and Silver Production**

#### Copper (kt)

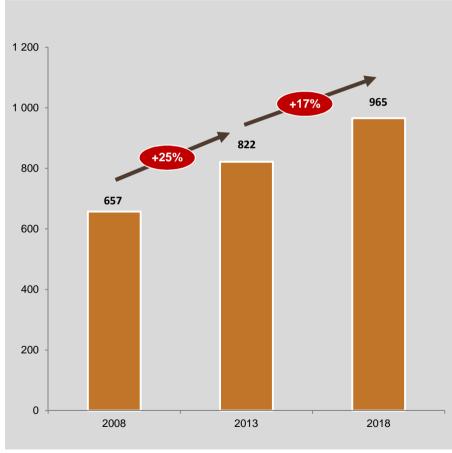


#### = Global Mined Copper Ranking

#### Silver (Moz)

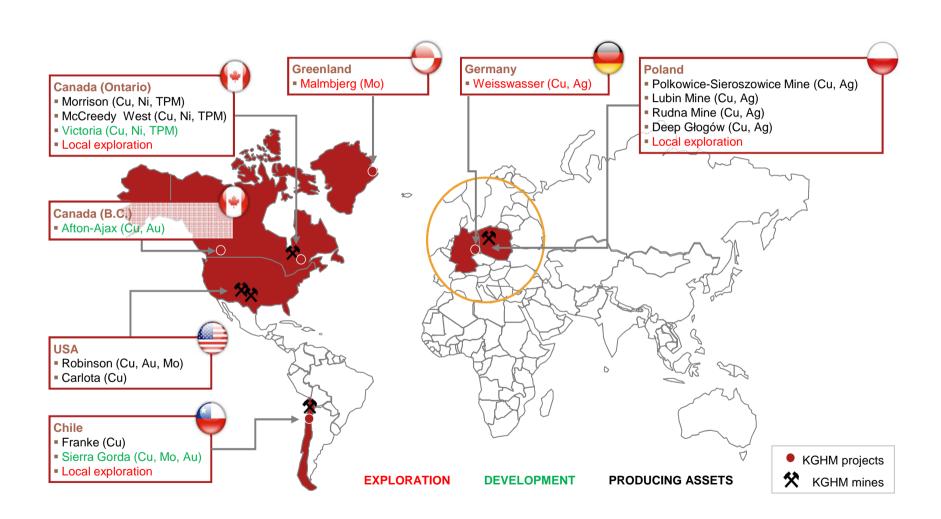


#### KGHM Group Cu Eq. Production (1) (kt)



### 3

# **Balanced Portfolio of Assets at Different Stages of Development Ensuring Continued Volume Growth**



### 4

# Sierra Gorda to Begin Production in Mid-2014 (95% completed), Expected to be a Major Medium-term Catalyst



The Pit



Secondary Crusher & HPGR



Stockpile



- One of the world's largest open pit copper reserve base
- Operation with significant by-product credits
- Located in Chile's largest copper producing region with excellent energy and logistic infrastructure
- JV with Sumitomo Group, a reliable and experienced partner
- Commissioning on time (project advanced by 95%)
- Potential project upsides:
  - Copper production from oxide ore
  - Exploration potential in neighbouring areas
  - Phase II plant expansion



## **Experienced Management Team with Proven Track Record** of Value Creation and Return of Cash to Shareholders

#### **Management Board – broad experience in sector**



#### Herbert Wirth (16 Years of KGHM Experience)

- President & CEO of KGHM since 2009, with KGHM since 1998
- Member of the advisory board of The Polish Academy of Sciences
- Graduated from the AGH University of Science and Technology in Kraków, Faculty of Geology and Research. Post Ph.D. studies in engineering sciences completed on The Faculty of Mining and Geology Geoingineering



#### Jarosław Romanowski (18 Years of KGHM Experience)

- First Vice President & CFO since 2013, with KGHM since 1996 (not continuously)
- Participated in a number of strategic projects, including leadership of the M&A team responsible for the acquisition of QuadraFNX
- Graduated from Poznań University of Economics with a specialization in International Business



#### Wojciech Kędzia (22 Years of KGHM Experience)

- Vice-President & COO of KGHM since 2010, with KGHM since 1992 having started as a head miner
- A member of the Board of Directors at KGHM International Ltd.
- Graduated from Wrocław University of Technology, the Mining Faculty.
   Doctor of Economics



#### Marcin Chmielewski (3 Years of KGHM Experience)

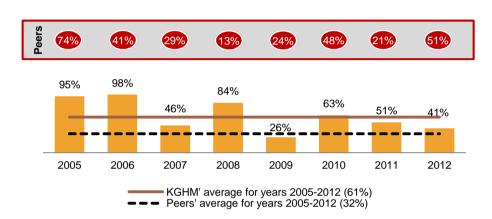
- Vice President of KGHM (Corporate & International Affairs), with KGHM since 2011
- Held various positions in corporate banking (Bank Pekao SA and Dresdner Bank among the others) between 1992-2011
- Graduated from Opole University of Technology (Civil Engieering),
   University of Warsaw and Warsaw School of Economics



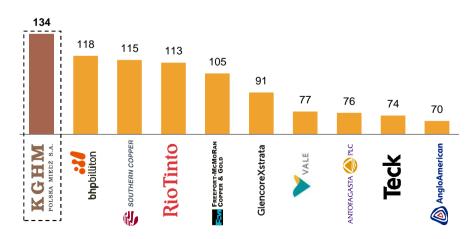
#### Jacek Kardela (16 Years of KGHM Experience)

- Vice President of KGHM (Business Development), with KGHM since 1998
- Previously a President of the Management Board at various companies within KGHM Group
- Graduated from the University of Wrocław (Social Sciences), holds MBA title from Warsaw School of Economics

#### **Sector Leading Dividend Payout**



#### Total Shareholder Returns vs. Peers



Source: McKinsey Global Institute Analysis; TSR index as of May `14 (2 Jan 2012 = 100)



### **Based And Listed In One Of EU's Most Dynamic Economies**

#### **Poland: Country Summary**

■ Nominal GDP (2013) ▲ EUR 391 billion



■ Inflation (2013) ▼ **0.9%** 

■ Unemployment (2013) ■ 13.4%

■ Ratings S&P A – (stable)

Fitch A- (stable)
Moody's A2 (stable)

Cumulative Foreign
 Direct Investment (2013)

**EUR 179 billion** 

#### **Member of Various International Organizations**

European Union membership since 2004



Organisation for Economic
Cooperation and Development
membership since 1996



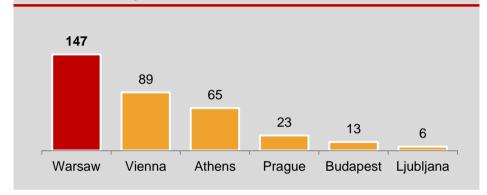
#### **Developed Infrastructure and Skilled Labour Force**

Developed Mid-European country with stable economy, developed infrastructure, highly educated managers and skilled workforce

Source: International Monetary Fund 2013 data, World Bank 2013 data, Central Statistical Office (GUS)

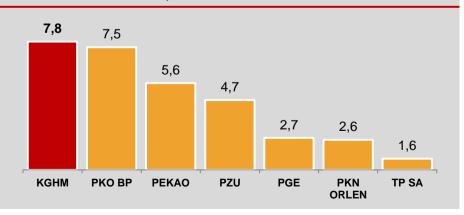
#### WSE: The CEE's Leading Financial and Business Hub





#### KGHM: most actively traded stock at the WSE

#### Turnover Value in 2013, EUR billion(2)



<sup>(1)</sup> Federation of European Securities Exchanges, April 2014 (2) WSE Statistics Bulletin, 2013

### **KGHM Strategic Priorities for 2014**

- Successful Execution of Sierra Gorda Project
- Successful commissioning on time in mid-2014
- Production ramp-up to 110 ktpd
- Potential expansion of documented resources. Intensive exploration program to be executed after Sierra Gorda Phase I commissioning
- Sierra Gorda Oxide upside potential for the project. Preparation for the feasibility study started in March 2014

- Maintaining Capex
  Discipline and
  Healthy Balance Sheet
- Disciplined IRR-driven capital allocation approach
- Committed to keeping leverage low at <2x Net Debt / EBITDA; current leverage of 0.35x</li>
- Considerable cash liquidity of \$1.3bn

Improving Cash Cost Performance

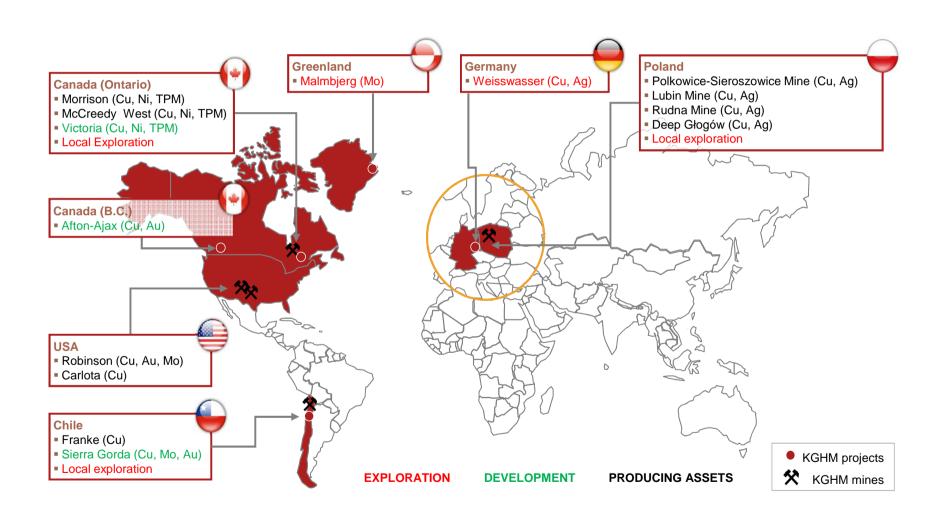
- Commencement of low cost operations (Sierra Gorda, Victoria) to improve KGHM cost curve performance
- Execution of the Value Creation Plan intended to improve mine productivity, energy effectiveness, costs of processing (initial effects expected in H2 2014)
- Global procurement system implementation as a method of operating costs optimisation

- Maintaining Appropriate
  Dividend Level
- Continue to target dividend payout ratio of 33% over 2013-2015
- Focus on maintaining industry-leading level of total shareholder returns

### Agenda

- Leading Copper Producer
  - Herbert Wirth (President & CEO)
  - Balanced Portfolio of Assets in Mining-Friendly Jurisdictions
- 2 ) Wojciech Kędzia (Vice President & COO)
  - Maciej Koński (Executive Director, Business Development)
- Sierra Gorda Delivering Production Growth for the Future
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  - Focus on Financial Performance, Capital Discipline and Optimising Shareholder Returns
    - Jarosław Romanowski (First Vice President & CFO)
- KGHM The Importance of Good Corporate Citizenship
   Marcin Chmielewski (Vice President, Corporate & International Affairs)
- 6 Q&A

### **Balanced Portfolio of Assets in Mining-Friendly Jurisdictions**





# **Operations**

Wojciech Kędzia (Vice President & COO)

### **Overview of Operations**

		I	KGHM Polska Miedź				KGHM Internationa		
_	_	Polkowice- Sieroszowice	Rudna	Lubin	Morrison	Robinson	Franke	McCreedy	Carlota
	Location								
C	ommodities	Cu / Ag / Au	Cu / Ag / Au	Cu / Ag / Au	Cu / Ni / Pt / Pd / Au	Cu / Au / Mo	Cu	Cu / Ni / Pt / Pd / Au	Cu
	Mine Type	Underground	Underground	Underground	Underground	Open Pit	Open Pit	Underground	Open Pit
Min	e Life (Years)	30	22	45	7	7	7	7	1
	P&P	361 Mt @	226 Mt @	322 Mt @	0.7 Mt @	123 Mt @	17 Mt @	0.2 Mt @	2.4 Mt @
R&R	rar	1.84% Cu	1.57% Cu	1.00% Cu	8.82% Cu	0.47% Cu	0.90% Cu	1.78% Cu	0.54% Cu
22	M&I	399 Mt @	374 Mt @	385 Mt @	1.0 Mt @	297 Mt @	39 Mt @	1.0 Mt @	7.5 Mt @
	IVICI	2.50% Cu	1.67% Cu	1.32% Cu	8.60% Cu	0.43% Cu	0.65% Cu	0.67% Cu	0.48% Cu
2013 Operating Stats	Production / Grade	205 kt / 1.79% Cu	209 kt / 1.77% Cu	68 kt / 0.91% Cu	19 kt / 8.28% Cu / 1.40% Ni	49 kt / 0.43% Cu	20 kt / 0.70% Cu	1.0 kt / 0.57% Cu / 1.12% Ni	10 kt / 0.59% Cu
2013 Operatii Stats	C1 Cash Cost		\$1.78/lb		-11		\$1.97/lb		
Са	KGHM itegorisation	Tier 1 / Core	Tier 1 / Core	Tier 1 / Core	Tier 1 / Core	Tier 1 / Core	Tier 2 / Non-core	Tier 2 / Non-core	Tier 2 / For closure

### Operations in Poland: "Legnica-Głogów Copper Belt"

#### **L-G Copper Belt Facilities**

### 3 underground mines extracting one orebody:

- Lubin
- Polkowice-Sieroszowice
- Rudna

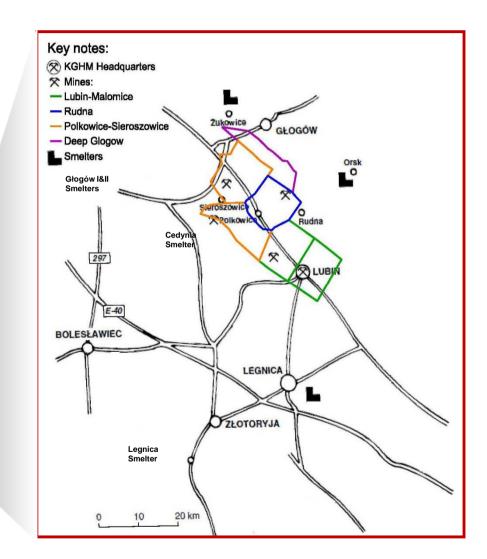
#### 3 smelters:

- Legnica
- Głogów I
- Głogów II

#### **Copper Wire Rod Plant:**

Cedynia

KGHM started production from the new "Deep Głogów" mining area on the 17<sup>th</sup> of April 2014



## **KGHM Operations in Poland Polkowice-Sieroszowice Mine**





#### **Status Update**

 2013 extraction of ore by KGHM's three mines in Poland was 0.5Mt higher than in 2012 and amounted to 30.6Mt.

Medium-term priorities:

- Stabilisation of output
- Continuation of the mechanized continuous mining ore extraction project (ACT combine)



<sup>\*</sup> An average for all KGHM's operations in Poland

# **KGHM** Operations in Poland Rudna Mine

	Rudna Mine			
Ownership		100% KGHM Polska Miedź		
Commodities		Cu / Ag / Au		
Mine Typ	е	Underground		
Orebody type		Sandstone and shale-carbonate ore, with the bulk of production coming from the sandstone		
Mine Life	9	22 Years		
88 R B	šР	226 Mt @ 1.57% Cu		
_	&I	374 Mt @ 1.67% Cu		
2013 Production / Grade		209 kt / 1.77% Cu		
2013 C1 Cash Cost		\$1.78/lb*		
KGHM Categor	isation	Tier 1 / Core		



#### **Status Update**

 Decrease in copper ore grade due to increased dillution and work performed in areas of lower copper grade

#### Medium-term priorities:

- In two years the R-VI shaft closure will begin. It will enable access to the orebody within the safety pillar
- Construction of the surface-based cooling station at the R-XI shaft by 2016. It will enable to access the orebody below 1200m level



<sup>\*</sup> An average for all KGHM's operations in Poland

# **KGHM** Operations in Poland Lubin Mine

	Lubin Mine			
Ownership		100% KGHM Polska Miedź		
Commodities		Cu / Ag / Au		
	Mine Type	Underground		
(	Orebody type	Sandstone and shale-carbonate ore, with the bulk of production coming from the sandstone		
	Mine Life	45 Years		
R&R	P&P	322 Mt @ 1.00% Cu		
R8	M&I	385 Mt @ 1.32% Cu		
2013 Production / Grade		68 kt / 0.91% Cu		
2013 C1 Cash Cost		\$1.78/lb*		
KGH	M Categorisation	Tier 1 / Core		



#### **Status Update**

 Concentrate production at the 3 mines remained at the 2012 level amounting to 1,856.3 kt

#### Medium-term priorities:

 L-VI shaft function change to enable transport of materials. This will allow on increase in effective working time of the mining sections and therefore increased ore extraction, as well as reduce need for mining machinery



<sup>\*</sup> An average for all KGHM's operations in Poland

## **KGHM** Operations in Poland Concentrators Division



Concentrators Division Operating Parameters		
Throughput	Approx. 30 Mt/y of ore containing approx. 499kt of copper	
Copper Feed Grade	~1.6%	
Silver Feed Grade	45 g/t	
Copper Recovery	~89%	
Silver Recovery	~86%	
Concentrate Produced	~1.9 Mt/y	
Copper Grade	~23%	
Silver Grade	625 g/t	
The flotation tailings from all three concentrators are pumped, as a slurry, to the Żelazny Most tailings storage facility		

- Ore extracted from KGHM mines is transferred to the Concentrators Division facility located next to each mine shaft
- The facility processes ore from all 3 mines in Poland (separate fixtures installed at Lubin, Rudna and Polkowice-Sieroszowice mines)
- Methods of ore processing include sifting and crushing, milling and classifying, flotation, thickening and filtration, and drying
- Due to replacement of certain elements in flotation equipment, copper recovery increased to 89.3% in 2013

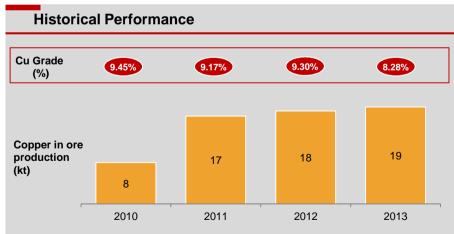


# **KGHM Operations in Canada Morrison Mine**

	Morrison Mine		
	Ownership	100% KGHM International	
	Commodities	Cu / Ni / Pt / Pd / Au	
	Mine Type	Underground	
(	Orebody type	Footwall / Contact Ni	
	Mine Life	7 Years	
R&R	P&P	0.7 Mt @ 8.82% Cu	
R8	M&I	1.0 Mt @ 8.60% Cu	
2013	Production / Grade	19 kt / 8.28% Cu	
2013 C1 Cash Cost		\$1.50/lb	
KGH	M Categorisation	Tier 1 / Core	



- Mining operations carried out from the adjoining Craig Mine under a cooperation agreement with GlencoreXstrata
- The ore from the mine is being processed in a nearby Vale facility
- Production and sale of Cu increased in 2013 due to record ore extraction and better performance
- 2014 production volumes and costs are expected to be consistent with 2013

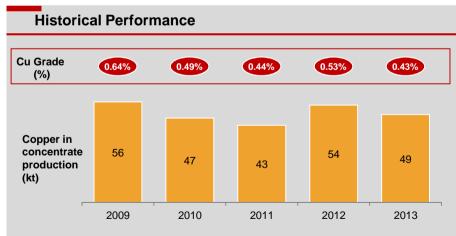


# **KGHM** Operations in the USA Robinson Mine

	Robinson Mine			
	Ownership	100% KGHM International		
	Commodities	Cu / Au / Mo		
	Mine Type	Open Pit		
	Orebody type	Porphyry / Skarn		
	Mine Life	7 Years		
R&R	P&P	123 Mt @ 0.47% Cu		
R8	M&I	297 Mt @ 0.43% Cu		
2013 I	Production / Grade	49 kt / 0.43% Cu		
201	3 C1 Cash Cost	\$1.83/lb		
KGH	M Categorisation	Tier 1 / Core		



- 2013 was a record year in terms of copper recovery (81.0%) and total ore processed (14.8Mt)
- Increase in recovery of copper and gold was possible due to the better grade and operational improvements
- Mining to start at the Ruth and Kimbley pits in 2014
- 2014 capex primarily on waste stripping, environmental compliance and dewatering



# **KGHM Operations in Chile Franke Mine**

	Franke Mine			
Ownership		100% KGHM International		
O	Commodities	Cu		
	Mine Type	Open Pit		
C	Orebody type	Iron Oxide Copper Gold (IOCG)		
	Mine Life	7 Years		
ಧೆ	P&P	17 Mt @ 0.90% Cu		
R&R	M&I	39 Mt @ 0.65% Cu		
2013 F	Production / Grade	20 kt / 0.70% Cu		
201	3 C1 Cash Cost	\$3.17/lb		
KGH	M Categorisation	Tier 2 / Non-core		



- Significant C1 cost improvement from \$3.31/lb in 2012 to \$2.71/lb in 2013
- Decrease in costs and increase in production primarily due to improved recoveries in the H2 of 2013
- Cu production in 2014 expected to be higher than in 2013
- Exploration work from 2013 being evaluated for reserve improvement





## **Smelters**

Wojciech Kędzia (Vice President & COO)

# **KGHM Operations in Poland Głogów I & II Smelters and Refineries**



	Głogów Smelter and Refinery			
	Capacity	470 kt of electrolytic copper per year		
Electrolytic Copper Production (2013)		455 kt		
Metallic Silver Production (2013)		1 152 t		
Metallic Gold (2013)		1 066 kg		
schnology Applied:	Głogów I	shaft furnace*, electrorefining		
Technology Applied:	Głogów II	flash furnace, electrorefining		
Full list of products		<ul> <li>Cu (LME &amp; SME grade A)</li> <li>Ag (Metallic)</li> <li>Au (Metallic)</li> <li>Pb (Crude)</li> <li>Zn</li> <li>Se (Technical selenium)</li> <li>Re (Ammonium perrhenate, Metallic rhenium)</li> <li>NiSO<sub>4</sub> (Technical, crude nickel sulphate)</li> <li>H<sub>2</sub>SO<sub>4</sub></li> </ul>		

- Producion of 99.99% copper cathodes, silver and gold products
- The copper cathodes from Głogów Smelters are registered as grade "A" on the London Metal Exchange. Silver bars hold a Good Delivery certificate issued by the London Bullion Market Association
- The Głogów Smelter facilities also operate a Precious Metals Plant which processes refinery slimes, from which silver, gold and other precious metals are recovered (silver is the main by-product for KGHM's operations in Poland)
- As a result of the modernization of Głogów II Smelter in 2013, production line smelting capacity grew to approximately 863 kt of copper concentrate per year
- The Pyrometallurgy Modernization Programme in the Głogów I Smelter will be continued in 2014



Under modernisation, implementing flash furnace technology

# **KGHM Operations in Poland Legnica Smelter and Refinery**



Legnica Smelter and Refinery			
Capacity	110 kt of electrolytic copper per year		
Electrolytic Copper Production (2013)	109 kt		
Round Billets (2013)	18 kt		
Technology Applied:	shaft furnace, electrorefining		
Full list of products	<ul> <li>Cu (LME &amp; SME grade A)</li> <li>Ag (Metallic)</li> <li>Au (Metallic)</li> <li>Pb (Refined, in May 2014 expected to be granted with LME grade A)</li> <li>Zn</li> <li>PbBi</li> <li>Re (Ammonium perrhenate, Metallic rhenium)</li> <li>CuSO<sub>4</sub> (Technical copper sulphate)</li> <li>NiSO<sub>4</sub> (Technical, crude nickel sulphate)</li> <li>H<sub>2</sub>SO<sub>4</sub></li> </ul>		

- Production of 99.99% copper cathodes
- Copper cathodes in a further stage of the production process may be cast into round billets
- Legnica Smelter cathodes have been registered on the London Metal Exchange under the highest quality grade "A"
- In 2006 Lead Refinement Division was established. By 2013 production of lead amounted to 26.6 kt
- Both Legnica and Głogów Smelters implemented an integrated management system, which consists of quality, environmental protection and safety modules



# **KGHM Operations in Poland Cedynia Copper Wire Rod Plant**



Cedynia Copper Wire Rod Plant			
Capacity	230 kt of copper wire rod per year		
Copper Wire Rod Production (2013)	229 kt		
Technology Applied:	- Contirod - Upcast		

- Cedynia is a wire rod plant, using refined electrolytic copper to produce copper wire rod and products from oxygen-free copper
- The Contirod process produces copper wire rod, having a finegrained structure with even oxygen distribution
- In the Upcast process, oxygen-free copper rod is produced in a structurally cast state. Implementation of the Upcast technology enabled production of Cu and Cu-Ag rod







# **Mining Projects**

Maciej Koński (Executive Director, Business Development)

### **Overview of Mining Projects**

		KGHM Polska Miedź		KGHM International		
		Deep Glogów	Ajax	Sierra Gorda	Victoria	
	Location				*	
Ownership		100%	80%	55%	100%	
Co	ommodities	Cu / Ag / Au	Cu / Au	Cu / Mo / Au	Cu / Ni / Pt / Au	
,	Mine Type	Underground	Open Pit	Open Pit	Underground	
Min	e Life (Years)	21	23	23	14	
Pr	oject Stage	Production commenced 17-Apr-14	Permitting (reengineering in progress)	Construction (95% complete)	Earthwork started	
F	Resources	292Mt @ 2.40% Cu (P&P)	512Mt @ 0.31% Cu, 0.19 g/t Au (M&I)	1,463Mt @ 0.40% Cu, 0.02% Mo, 0.065 g/t Au (P&P)	14.5 Mt @ 2.50% Cu, 2.50% Ni, 7.6 g/t TPM (I)	
tats	Production	The deposit will be worked through the Rudna mine (50%)	50 kt Cu	120 kt Cu (Phase I)	16 kt Ni 15 kt Cu	
LOM Operating Stats	C1 Cash Cost	and Polkowice-Sieroszowice mine (50%)	\$1.32/lb <sup>(4)</sup>	\$1.13/lb (over the first five years)	(\$5.88/lb) <sup>(3)</sup>	
Oper	Development Capex	\$926m <sup>(1)</sup>	\$795m <sup>(4)</sup>	~\$4B (Phase I) (\$3.7B spent as of Q1 '14)	\$~500m <sup>(2)(3)</sup>	
KGHM	l Categorisation	Tier 1 / Core	Tier 1 / Core	Tier 1 / Core	Tier 1 / Core	

<sup>(1)</sup> Exchange rate as of 09.04.2014. Capex expenditures for the project will be spread out over several years. (2) Phase I CAPEX. Phase II will be financed from operating cash flows from Phase I

<sup>(3)</sup> Initial assumptions might change following the Independent Integrated Development Study

<sup>(4)</sup> Due to works on changing minesite facilities location, C1 cost and project CAPEX might vary from initial assumptions

### KGHM Mining Projects in Poland – Deep Głogów Long-term Sustainable Production For KGHM In Poland

	Deep Głogów	
Ownership	100% KGHM Polska Miedź	
Commodities	Cu / Ag / Au	
Start-up	April 2014	
Mine Type	Underground	
Orebody Type	Sandstone and shale-carbonate ore, with the bulk of production coming from the sandstone	
Mine Life	21 Years	
Project Stage	Initial production commenced 17-Apr-14	
Resources	292 Mt @ 2.40% Cu (P&P)	
LOM Production / Grade	The deposit will be worked through Rudna mine (50%)	
LOM C1 Cash Cost	and Polkowice-Sieroszowice mine (50%)	
Development Capex Needs (\$m)	\$926m <sup>(1)</sup>	
KGHM Categorisation	Tier 1 / Core	



- KGHM started production from the new "Deep Głogów" mining area on the 17th of April 2014
- The sinking of the GG-1 ventiliation (inlet) shaft and construction of shaft surface infrastructure is underway
- Construction began on a modern surface-based ,25 MW (target) central air cooling station near the R-XI shaft
- By March 2014 a total of 67 462.7 m of tunnels and mine facilities had been built together with required technical infrastructure

# **KGHM Mining Projects in Canada – Victoria Negative Cash Cost Drives Significant Future Value**

Victoria	
Ownership	100% KGHM International
Commodities	Cu / Ni / Pt / Au
Start-up	2019
Mine Type	Underground
Orebody type	Quartz Diorite, offset dykes, 'Footwall' Breccia
Mine Life	14 Years
Project Stage	Earthwork started
Resources	14.5 Mt @ 2.50% Cu / 2.50% Ni, 7.6 g/t TPM (I)
LOM Production / Grade	16 kt Ni / 15 kt Cu
LOM C1 Cash Cost	\$(5.88)/lb <sup>(2)</sup>
Development Capex Needs (\$m)	~\$500m <sup>(1)(2)</sup>
KGHM Categorisation	Tier 1 / Core



- Advanced work on site leveling
- Basic engineering work progress 40% complete
- Finished work related to adit portal preparation, adit excavation work started at 7 March 2014
- Integrated Development Study underway this will describe in detail the mine execution plan
- Steering Committee appointed with representatives from KGHM S.A., KGHM International, PeBeKa and DMC to provide guidance to the Project team
- Both PeBeKa and DMC will be responsible for the shaft construction
- (1) Phase I CAPEX. Phase II will be financed from operating cash flows from Phase I
- (2) Initial assumptions might change following the Independent Integrated Development Study

# KGHM Mining Projects in Canada – Afton-Ajax Copper and Gold from British Columbia

Afton-Ajax	
Ownership	80% KGHM Polska Miedź S.A., 20% Abacus Mining
Commodities	Cu / Au
Mine Type	Open Pit
Orebody type	Porphyry
Mine Life	23 Years
Project Stage	Permitting (reengineering in progress)
Resources	512 Mt @ 0.31% Cu, 0.19 g/t Au (M&I)
LOM Production / Grade	50 kt Cu
LOM C1 Cash Cost	\$1.32/lb <sup>(1)</sup>
Development Capex Needs (\$m)	\$795m <sup>(1)</sup>
KGHM Categorisation	Tier 1 / Core



- A program of 9 geotechnical drill holes in the ore body pit has been performed. Results are being used to update the mine's block model as well.
- Exploration work continues, including geophysical surveys and a campaign of exploration drillings in the adjacent Rainbow and Ajax North areas.
- Further geological work, will be performed in 2014 to provide more precise knowledge of the initially-identified ore potential.
- Work also continues on changing the location of some of the mine's facilities. This will enable value maximisation of the Afton-Ajax project as well as lower impact on the environment.



## **Exploration Projects**

Maciej Koński (Executive Director, Business Development)

### KGHM Copper Exploration Projects in Poland and Germany

### **Exploration Areas in Poland and Germany**

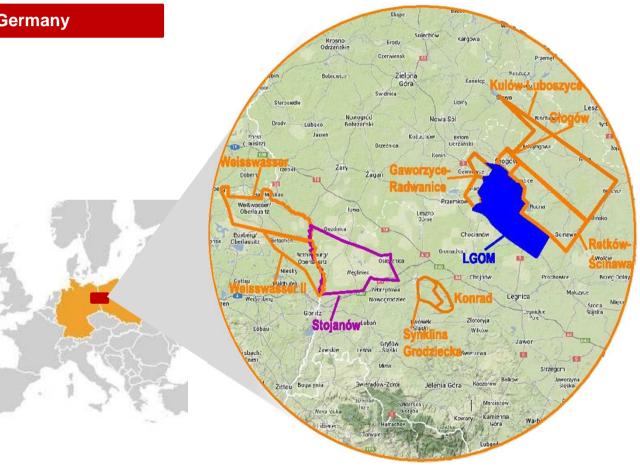
### Brownfield and greenfield exploration:

- Synklina Grodziecka
- Konrad
- Weisswasser I & II

### Near-mine exploration (LGOM):

- Głogów
- Retków Ścinawa
- Kulów Luboszyce
- Gaworzyce, Radwanice





# KGHM Copper Exploration Projects in Poland and Germany (1/2)

Area of conducted and scheduled work					
Głogów	46 km²				
Retków-Ścinawa	402 km²				
Gaworzyce	47 km²				
Radwanice	52 km²				
Total	547 km²				
Kulów-Luboszyce	680 km²				



# KGHM Copper Exploration Projects in Poland and Germany (2/2)

## Synklina Grodziecka & Konrad Project

- **Deposit type**: stratiform (Kupferschiefer type)
- Exploration goal: increase of already documented resources
- A programme of 23 (18+5) drillings
- 17 boreholes at Synklina Grodziecka Project already performed
- Drilling program for Konrad Project to be executed by mid-2017
- Objective: documenting 1.5 Mt of Cu in the C1 category + recognition of geological and mining conditions
- The area of Synklina Grodziecka and Konrad projects covers 110 km2

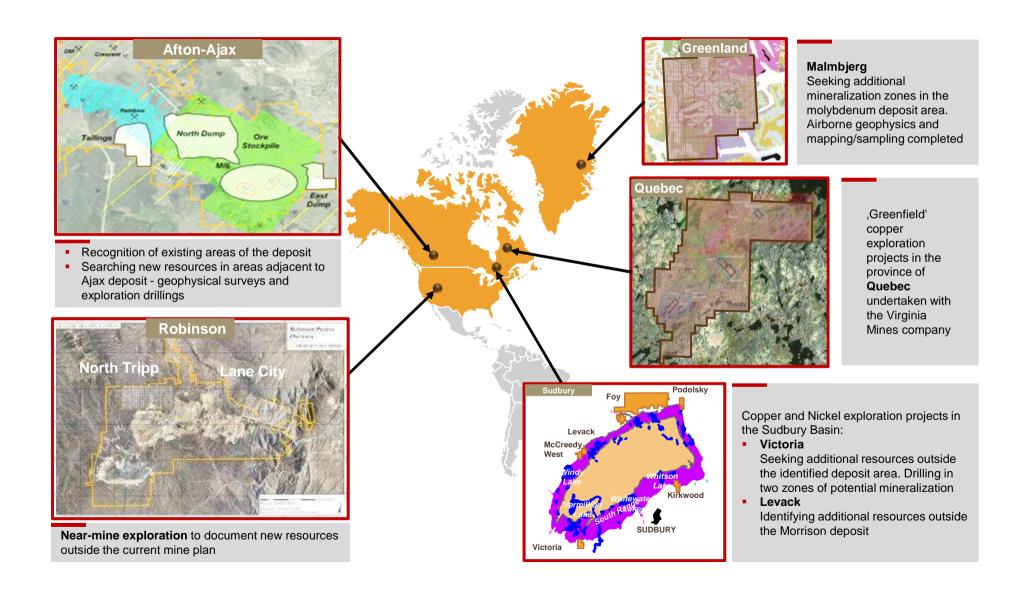


## **Weisswasser Project**

- **Deposit type**: stratiform (Kupferschiefer type)
- Exploration goal: documenting mineralized areas of economic value
- 4 drillings have been performed in the Weisswasser projects.
   Geophysical studies in progress.
- The area of Weisswasser covers 364 km2, while the area of Weisswasser II is 190 km2



# **KGHM Exploration Projects in North America**

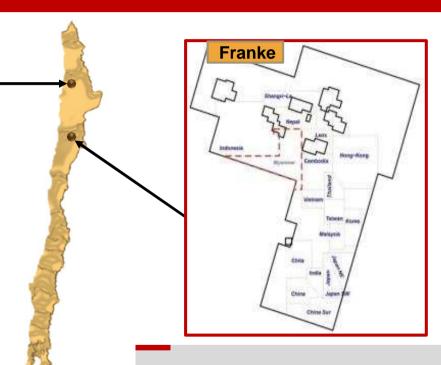


# **KGHM Exploration Projects in South America**

## Chile



- Several areas with significant exploratory potential, within the SG SCM permit includes:
  - Salvadora
  - Pampa Lina
  - Others, within the license area of SG SCM
- Further exploration will be conducted after the start of production in mid-2014



## **Exploration activities**

Drilling in order to identify additional resources of oxide ores at the Franke mine

## **Objective**

Extending the life of the mine

# Agenda

- **Leading Copper Producer** 
  - Herbert Wirth (President & CEO)
- **Balanced Portfolio of Assets in Mining-Friendly Jurisdictions** 2
  - Wojciech Kędzia (Vice President & COO)
  - Maciej Koński (Executive Director, Business Development)
- Sierra Gorda Delivering Production Growth for the Future 3 Maciej Koński (Executive Director, Business Development)
- **Focus on Financial Performance, Capital Discipline** and Optimising Shareholder Returns
  - Jarosław Romanowski (First Vice President & CFO)
- KGHM The Importance of Good Corporate Citizenship 5 Marcin Chmielewski (Vice President, Corporate & International Affairs)
- Q&A

# Sierra Gorda – world-class copper project in Chile

Sierra Gorda						
Ownership	55% KGHM International, 45% Sumitomo					
Commodities	Cu / Mo / Au					
Start-up	Mid-2014					
Mine Type	Open Pit					
Orebody Type	Porphyry					
Mine Life	23 Years					
Project Stage	Construction (95% complete)					
Resources	1,463 Mt @ 0.40% Cu, 0.02% Mo, 0.065 g/t Au (P&P)					
Production	120 kt Cu (Phase I)					
C1 Cash Cost	\$1.13/lb (over the first five years of production)					
Development Capex Needs	~\$4B (Phase I) (\$3.7B spent as of Q1 2014)					
KGHM Categorisation	Tier 1 / Core					

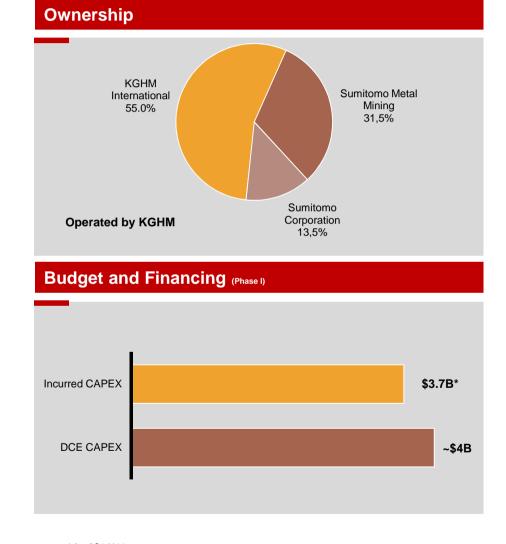
### **Investment Case**

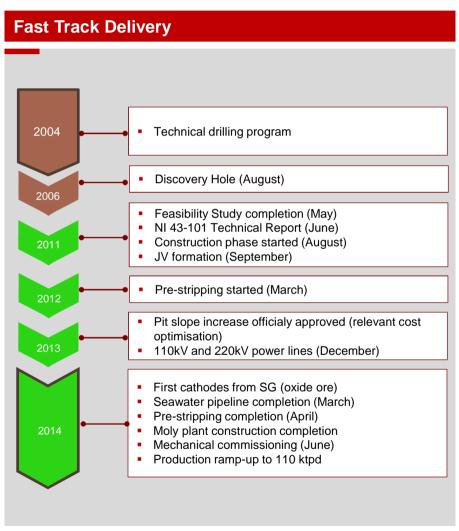
- ✓ Attractive low cash cost asset with scale
  - ✓ Phase I production 120 kt Cu
  - √ Top quartile C1 cash cost of \$1.13/lb
    over the first five years of production
  - ✓ 23 Year mine life
- ✓ De-risked fully-funded growth project at 95% completion
- √ Based in politically stable mining-friendly jurisdiction
- **✓** Significant upside from Phase II expansion

## Asset Location



# **Project Ownership, Schedule and Financing**





## **Location and Infrastructure**

## **Overview of Infrastructure Facilities**

Pit

- Total pre-stripping volume: ca. 196 Mt (completed)
- First million tons of ore on the stockpile – ready for plant commissioning
- Pit slope in the ore zone: 50°

Plant (95%)

- Phase 1: 110 ktpd
  - Molybdenum concentrate production (approx. 23kt of moly over the first five years of production)
- Phase 2: Expansion

Power

**Electric Power Requirements** 

Phase I: 152 MWPhase II: 244 MW

**Transmission Lines** 

- 110kV Line
- 220kV Line

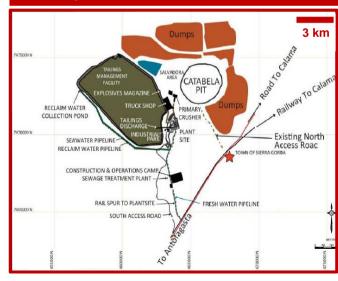
Seawater Pipeline

Pipeline length: 142 kmPumping rate: 1,800 l/s

## **Site Location**



## **Site Map**



# **Project Highlights and Scorecard**

## **Highlights and Update**

- Project will be completed on time, planned completion of construction and commissioning in mid-2014
- 95% project progress
- Construction of sea water pipeline 100% complete
- Construction of tailings pond approx. 93% complete and processing plant approx. 90% complete
- Pre-stripping completed
- ~\$3.7bn capex incurred of total development capex of ~\$4.0bn (as of Q1 2014)
- 110 kV and 220 kV power lines completed



First copper cathode from SG oxide ore

# **Project Scorecard** Mine Pit: pre-stripping completed Machinery: shavels and trucks in place Plant and Equipment Processing plant construction in progress Infrastructure Power: 110kV and 220kV power lines energized Transport: railway track in place Seawater pipeline: 142km pipeline and 24 pumps installed Labour Accommodation: living guarters for over 3000 miners provided Overall

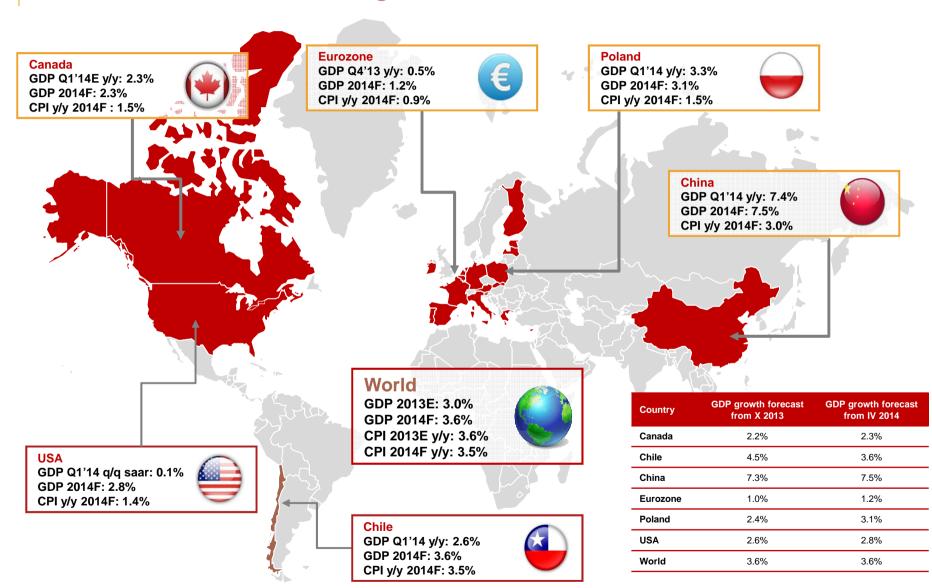


# Agenda

- Leading Copper Producer
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  - Maciej Koński (Executive Director, Business Development)
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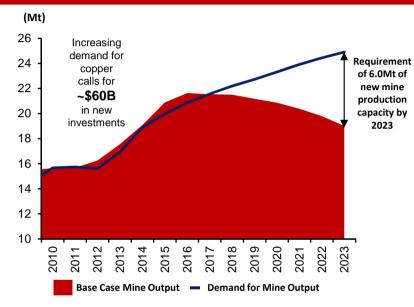
  Maciej Koński (Executive Director, Business Development)
- Focus on Financial Performance, Capital Discipline and Optimising Shareholder Returns
  - Jarosław Romanowski (First Vice President & CFO)
- KGHM The Importance of Good Corporate Citizenship
   Marcin Chmielewski (Vice President, Corporate & International Affairs)
- 6 Q&A

# **Better Macroeconomic Conditions Resulted In The IMF Increasing Growth Outlook**



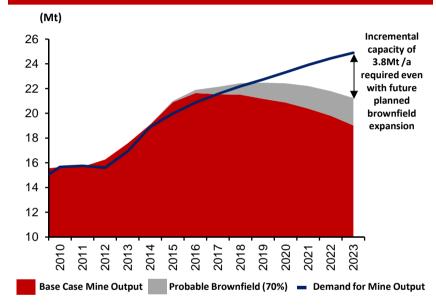
# A "Supply Gap" is Expected to Develop in 2017 Onwards

## Demand for Mined Copper Expected to Exceed Supply 2017 Onwards With a 6.0Mt Deficit Likely by 2023



- Increased demand plus reserve depletion at existing mines will see a "supply gap" open up from 2017 unless new mining projects are developed; 6.0Mt of new mine supply likely to be needed by 2023
- Growth in commodity supply will need to increase by an average of 3% per year to meet growing demand from China's economy (7.5% expected GDP growth in 2014) which accounts for 40-50% of global commodity demand
- The supply gap is likely to be larger than expected particularly given the track record of delays at copper projects and supply disruptions at existing mines

# **Brownfield Projects Expected to Only Partially Address** the Mine Supply Gap – an Incremental 3.8Mt Required



- Brownfield expansions more attractive option for miners given lower capital intensity and reduced execution risk
- Brownfield expansions are likely to include mine life extensions, restarts and development of underlying sulphides at existing leach/SXEW operations
- Even taking into account probable brownfield projects, a 3.8Mt supply gap should exist by 2023, which will require new greenfield developments to be constructed

# KGHM Has Delivered A Solid Financial Performance Despite Ongoing Growth Capex and Increased Mining Tax...

KGHM Group – Consolidated financials (USD billion)					
	2009	2010	2011	2012	2013
Copper production (kt)	503	547	571	676	666
Average annual Cu price (USD/t) 1	5,164	7,539	8,811	7,950	7,322
Sales	4.0	5.6	7.4	8.9	8.0
Recurring EBITDA <sup>2</sup>	1.1	2.1	3.8	2.7	2.0
Recurring EBITDA margin	28%	38%	52%	31%	25%
Recurring net income (attributable to Parent Entity) <sup>2</sup>	0.8	1.6	2.9	1.6	1.0
Net operating cash flow	0.9	1.9	3.0	1.8	1.6
Capex	(0.5)	(0.5)	(0.6)	(1.2)	(1.7)
out of which Sierra Gorda (KGHM Group's 55% share)	0.0	0.0	0.0	(0.5)	(0.6)
Other elements of investment cash flow <sup>3</sup>	0.1	(0.6)	1.6	(2.3)	0.1
Free cash flow 4	0.5	0.8	4.0	(1.7)	0.0
Dividends paid 5	(0.8)	(0.2)	(1.0)	(1.9)	(0.7)
Net debt (cash)	(0.3)	(0.9)	(4.3)	0.1	0.7
(Cash and cash equivalents)	(0.4)	(1.0)	(4.4)	(0.9)	(0.3)
Debt	0.1	0.1	0.1	1.0	1.0
Bonds (KGHM Int.)	0.0	0.0	0.0	0.5	0.5
Bank and other loans and finance lease	0.1	0.1	0.1	0.5	0.5

#### Notes

LME price

<sup>2</sup> Excluding impact of disposal of non-core telecom assets in 2011 – USD 0.9B at EBITDA level and USD 0.8B at net income level

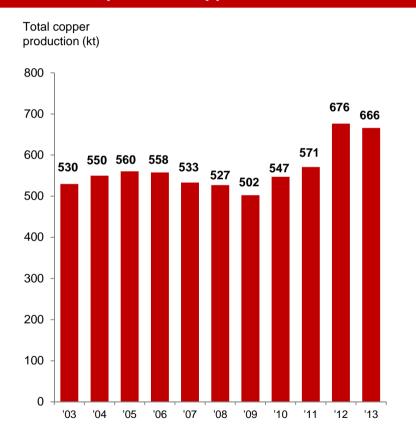
Key flows in other investment cash flow: 2010: purchase of 4.9% stake in Tauron – USD 0.1B; 2011: increase in Tauron stake – USD 0.1B; sale of stake in Polkomtel – USD 1.2B and sale of Dialog – USD 0.3B; 2012: acquisition of Quadra FNX (less cash and cash equiv.) – USD 2.3B

<sup>4</sup> Net operating cash flow – Capex – other investment cash flow

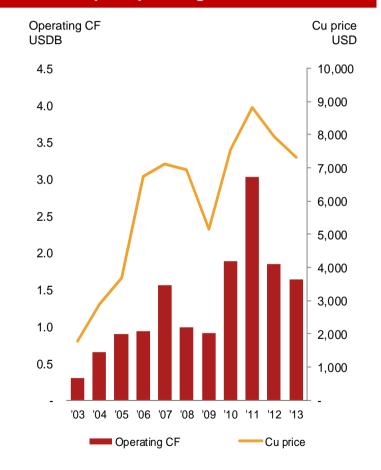
<sup>5</sup> Dividends paid to shareholders of the Parent Entity

# ...And a Consistent Track Record of Strong Production and Cash Flow Delivery

## **KGHM Group – Total Copper Production**



## KGHM Group - Operating cash flow (USD billion)



# **KGHM** Has Remained Committed To A Disciplined Financial Policy

KGHM Group – Conservative leverage ratios							
	2009	2010	2011	2012	2013		
Net debt/EBITDA	Net cash	Net cash	Net cash	0.03x	0.35x		
Equity ratio <sup>1</sup>	0.7	0.7	0.7	0.6	0.6		

• KGHM has complied with its declared financial policy targets of Net Debt/EBITDA below 2.0x and Equity ratio above 0.5x

KGHM Group – Attractive dividend policy									
USD billion	2005	2006	2007	2008	2009	2010	2011	2012	2013
Net result (attributable to Parent)	0.7	1.2	1.3	0.9	8.0	1.6	3.7	1.6	1.0
Dividends approved by AGM	0.7	1.1	0.6	8.0	0.2	1.0	1.9	0.7	0.3
Payout ratio	95%	98%	46%	84%	26%	63%	51%	41%	33%²

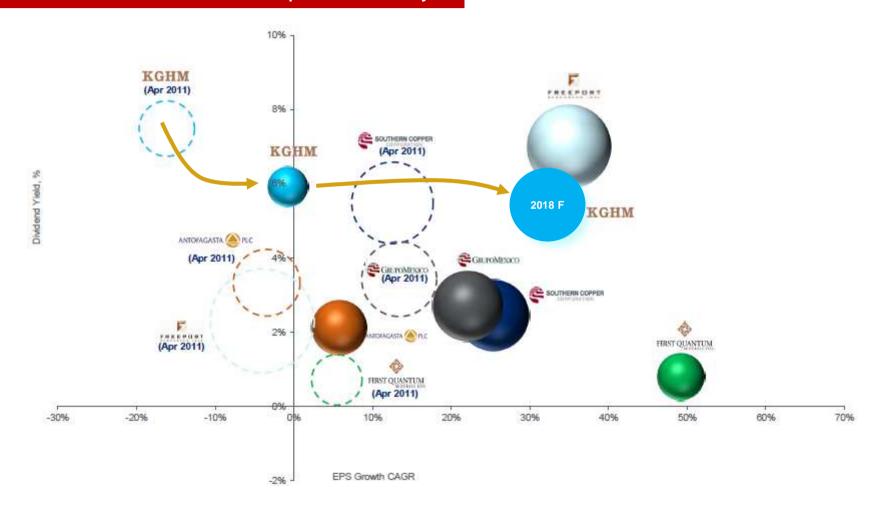
- Prudent dividend policy reflecting macroeconomic environment, KGHM's performance and future investment needs
- KGHM's management expects pay-out ratio to be at the level of 33% in the 2013-2015 period
- Key shareholder (State Treasury) supportive of the 33% pay-out ratio proposed by KGHM for 2013

#### Notes

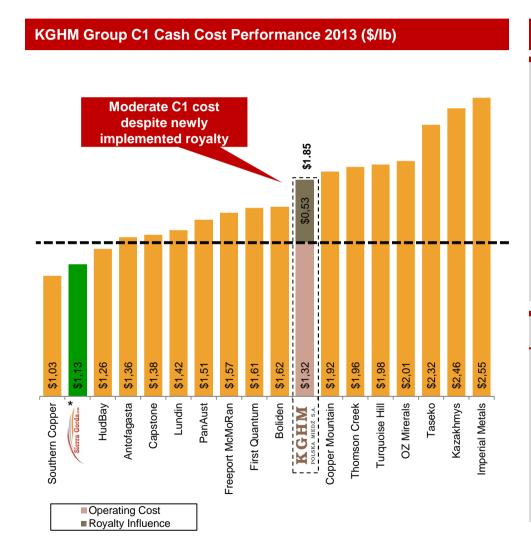
- 1 Equity ratio calculated as Equity less Intangibles divided by Total Assets
- 2 Dividend proposed by the Management

# KGHM Offers Exposure to Attractive Growth and Dividend in the Global Copper Space

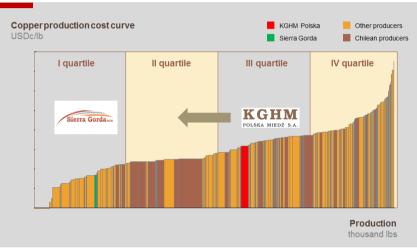
## Dividend Yield and EPS Growth CAGR April 2011 vs. Today



# Stable Current Cash Cost Performance and Meaningful Future Upside Due to Sierra Gorda



## **Low-Cost Sierra Gorda to Drive Meaningful Improvement**



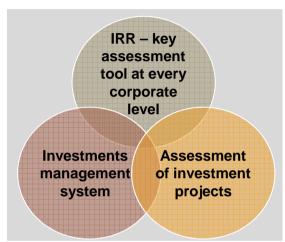
## Commentary

- Despite recent royalty driven cost increases, KGHM ranks favourably among pure-play copper peers
- KGHM's cash cost performance should improve meaningfully due to it's Value Creation Programme (VCP) and contribution from Sierra Gorda, a tier 1 low cash cost asset
- The company expects to become a 2<sup>nd</sup> quartile copper producer once Sierra Gorda comes on stream

<sup>\*</sup> Over the first five years of production

# IRR-driven Disciplined Capital Allocation Approach Leading to Industry Leading Balance Sheet

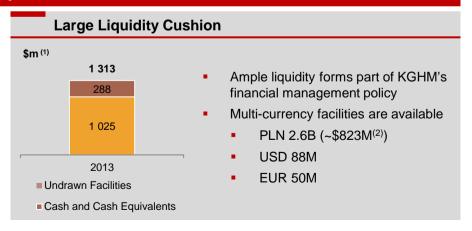
## **Disciplined IRR-Driven Capital Allocation Approach...**



Strategic Area	Means of Achievement	Measured By	Target Value
Expenditures on replacements	<ul> <li>Ongoing rationalisation of expenditures</li> </ul>	<ul> <li>Total investment expenditures</li> </ul>	<ul> <li>Equal to depreciation</li> </ul>
Expenditures on sustaining investments	<ul> <li>Optimisation of projects and investment programs</li> </ul>	<ul> <li>IRR for a given investment</li> </ul>	At least equal to WACC
Expenditures on development investments	<ul> <li>Optimisation of projects and investment programs</li> </ul>	<ul><li>IRR for a given investment</li><li>PI for a given investment project</li></ul>	<ul><li>Above WACC</li><li>(Maximisation)</li></ul>

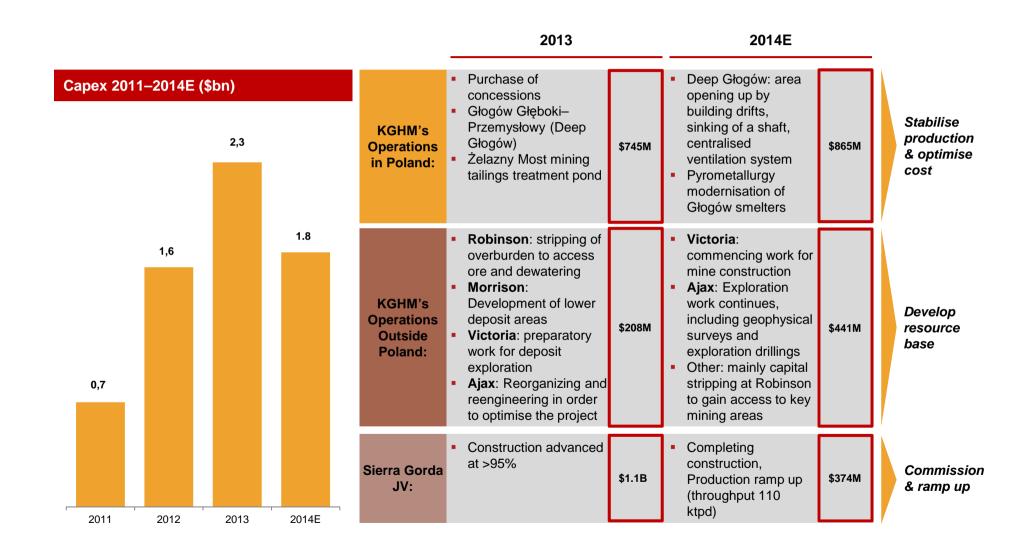
## ...Leading to Sector-Leading Balance Sheet and Liquidity

#### **Net Debt/Position and Leverage** ND/EBITDA 0.03x 0.35x n.m. n.m. n.m. \$0.7bn Net **Debt** \$0.1bn Net (\$0.3bn) Cash (\$0.9bn) (\$4.3bn) 2009 2010 2011 2013 2012



 <sup>(1)</sup> Ongoing negotiations about PLN 2.0bn/USD0.7bn investment loan from EIB expected to close by Q3 2014
 (2) Average USD/PLN exchange rate in 2013: 3.16

# **Capex Targeted at Strategic Priorities**



## **Enhanced Value Creation Platform**

### The KGHM Platform

- 1 Top 10 global copper and silver producer by reserves and production
- 2 Strong track record of production and significant de-risked growth prospects
- Balanced portfolio of assets at different stages of development ensuring disciplined volume growth
- Sierra Gorda to begin production in mid 2014 (95% completed): major medium-term catalyst
- 5 Experienced management team with proven track record of value creation
- 6 Based and listed in one of European Union's most dynamic economies



## **Financial Policy Targets**

- Stronger free cash flow
  - Management initiatives (e.g. VCP) aiming to increase operating cash flow
  - Disciplined and prioritised approach to capex spending
- Consistent and conservative financial policy
  - Targeting ND / EBITDA of <2.0x and Equity Ratio >0.5x
  - High level of available liquidity of \$1.3bn
- Clear and consistent Management dividend policy
  - Prudent dividend policy reflecting macroeconomic environment, KGHM's results and future investment needs
  - Average dividend payment 2005-2012: 63% of net profit
  - KGHM's management recommendation for 2013-2015:
     33% payout ratio

# Delivering superior returns to KGHM Shareholders

# Agenda

- **Leading Copper Producer** 
  - Herbert Wirth (President & CEO)
- **Balanced Portfolio of Assets in Mining-Friendly Jurisdictions** 2
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  - Focus on Financial Performance, Capital Discipline and Optimising Shareholder Returns
    - Jarosław Romanowski (First Vice President & CFO)
- KGHM The Importance of Good Corporate Citizenship 5
  - Marcin Chmielewski (Vice President, Corporate & International Affairs)
- Q&A

# **KGHM Values – The Key to Building Success on the Global Markets**

## **KGHM Core Values** We all share responsibility Safety for our safety Our values are shared by all employees of the KGHM Group, Cooperation is the key no matter what their position Cooperation to our success or nationality. They serve as sign posts for our all decisions and actions We achieve results for **Results Orientation** KGHM's long-term success We are responsible for our Responsibility interactions with stakeholders We deliberately respond Courage **Corporate Culture** to new challenges

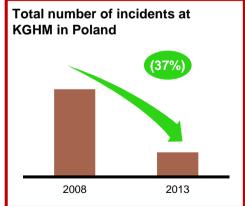
# **Safety: A Fundamental Value for KGHM**



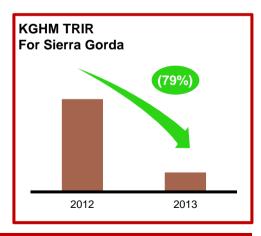
KGHM safety standards in Poland were developed on the basis of over 50-year mining tradition

KGHM safety standards for operations outside Poland were developed along with the strictest safety regulations for developed mining cultures

KGHM Group represents the industry highest safety standards







Sierra Gorda is the safest mine under construction in Chile

## **Health and Safety**

## Critical Subjects in the Mining Industry

### **KGHM Operations in Poland**

- All divisions of the company have certified work safety management systems which are regularly audited by independent auditors
- KGHM runs safety programs in its mines and smelters.
   Initiatives implemented in order to promote healthy lifestyles
- KGHM established an Emergency Rescue Unit which consists of world-class rescuers, trained to aid people in multiple, challenging mining/smelting related environments
- KGHM owns and operates a Health Centre, MCZ S.A., which provides medical services for KGHM's employees and the local community

## **Community-Oriented Initiative**

KGHM runs a Program to Promote Health and Prevent Environmental Threats

Aimed mainly at children who live in the vicinity of our metallurgical facilities. Among others the program comprises:

- periodical blood testing for heavy metals content
- education related to ecology and health

### **KGHM Operations Outside Poland**

KGHM's operations outside Poland promote a "Zero Harm" policy for its employees, its contractors and its local communities by:

- giving accountability for safety Leadership to Line Management
- continually improving its health and safety performance by setting objectives and monitoring its performance results
- utilizing risk assessment techniques to identify hazards and implementing controls to mitigate them so as to prevent injury and poor health

KGHM has achieved the desired health focused culture where health and safety are maximized. The results are:

- decreasing Total Recordable Incidence Rate at its open pit and underground operations
- cumulative Total Recordable Injuries Frequency at Sierra Gorda amounting to 0.4 vs.1.7 of maximum allowable

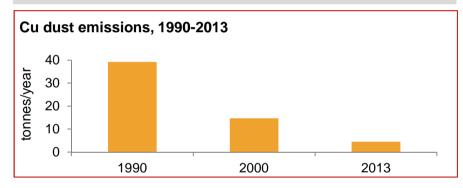
## **Environmental Protection**

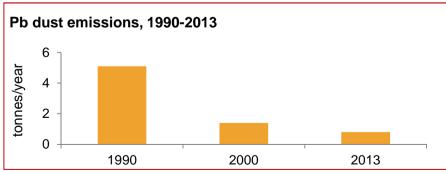
Sustainable Development and Respect for the Environment are Key Elements of KGHM's Operations

## **KGHM Operations in Poland**

### KGHM operations in Poland can be characterized by:

- A mature stage of environmental protection
- Stable and controlled emissions
- Conforming to EU and Polish environmental regulations





## **KGHM Operations Outside Poland**

KGHM uses environmental and natural resource management tools to minimize environmental risk during the evaluation, exploration, planning, design, operation and closure phases of new and existing projects by:

- developing, implementing, and regularly evaluating environmental management systems to continually improve performance
- preventing and minimizing environmental impact
- responding to public inquiries regarding environmental matters
- meeting or exceeding all environmental laws and regulations





# **KGHM:** A Globally Responsible Company

KGHM's CSR vision is to achieve the position of a constantly developing, professional, global leader which cares for the common good and is committed to the sustainable management of resources

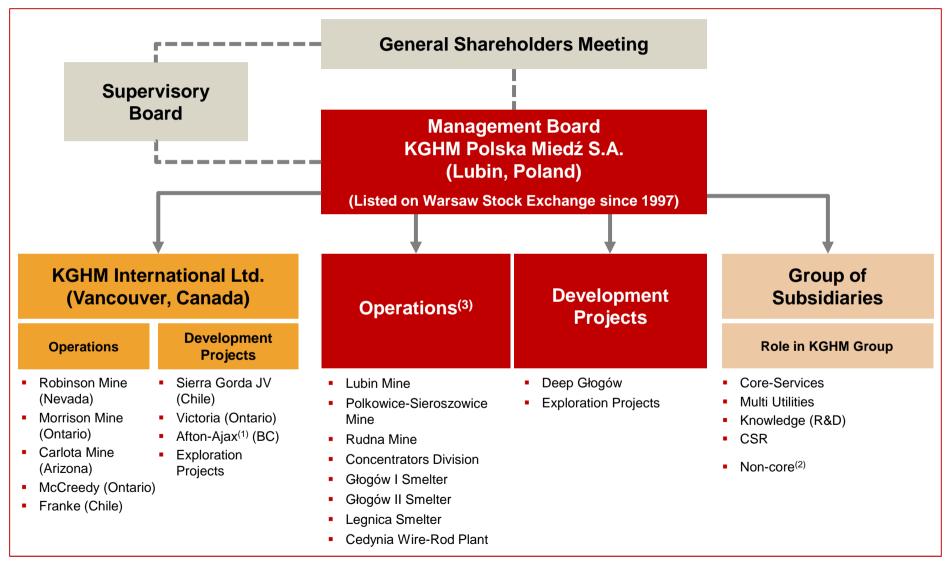




# CSR Strategy is applied throughout the regions we operate in. KGHM is:

- A responsible employer (creation of new jobs, promotion of safety work solutions, cooperation with stakeholders, dialogue with trade unions, actions related to HR)
- A protector of cultural heritage (engagement in cultural heritage protection projects in the region, aboriginal support initiatives in Canada)
- A promoter of education projects and charity (partnership with Universities, Polish Copper Foundation - supporting society and charity needs)
- A creator of projects to improve life quality and environment (cooperation with local communities, programs to promote health and counteract environmental threats, winner of Fray International Sustainability Award for environmental protection)
- A promoter of sport and entertainment events (football club, sponsoring sporting activities of employees, supporting cultural and entertainment events)

# **Development Of The Group Based On A Transparent Structure**



<sup>(1)</sup> KGHMI is an operator of the project

<sup>(2)</sup> For divestment (exit paths defined)

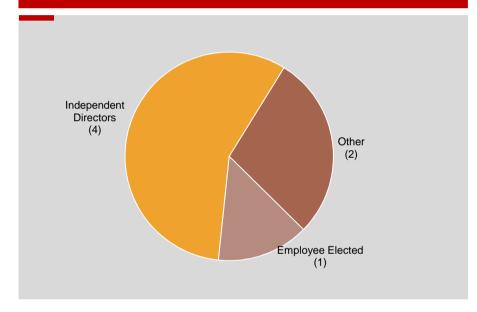
<sup>(3)</sup> Separate divisions

# **KGHM** is Committed to Solid Corporate Governance

KGHM's Corporate Governance is guided by international standards and follows best practices:

- All members of the KGHM's Supervisory Board are elected by the General Shareholders Meeting
- All of KGHM's shares have equal voting rights (there is no preferred stock)
- Four independent members of the Supervisory Board (more 50%)
- Supervisory Board committees meet regularly:
  - Strategy Committee
  - Audit Committee
  - Remuneration Committee
- Internal audit structure implemented across the KGHM Group - consistent with the best practices on the capital markets

## **Independent Directors on the Board**



## KGHM's top quality Corporate Governance

KGHM meets the top quality Corporate Governance standards of the Warsaw Stock Exchange (compliant with EU/OECD guidance)

## The KGHM Investment Case

- 1 Top 10 copper and silver player
- 2 Strong track record of production and significant de-risked growth prospects
- 3 Balanced portfolio of assets at different stages of development ensuring disciplined volume growth
- 4 Sierra Gorda to begin production in mid 2014 (95% completed), expected to be a major medium-term catalyst
- 5 Experienced management team with proven track record of value creation and return of cash to shareholders
- 6 Based and listed in one of European Union's most dynamic economies

# Agenda

- **Leading Copper Producer** 
  - Herbert Wirth (President & CEO)
- **Balanced Portfolio of Assets in Mining-Friendly Jurisdictions** 2
  - Wojciech Kędzia (Vice President & COO)
  - Maciej Koński (Executive Director, Business Development)
- Sierra Gorda Delivering Production Growth for the Future 3
  - Maciej Koński (Executive Director, Business Development)
- Focus on Financial Performance, Capital Discipline and Optimising Shareholder Returns
  - Jarosław Romanowski (First Vice President & CFO)
- KGHM The Importance of Good Corporate Citizenship 5 Marcin Chmielewski (Vice President, Corporate & International Affairs)
- Q&A

