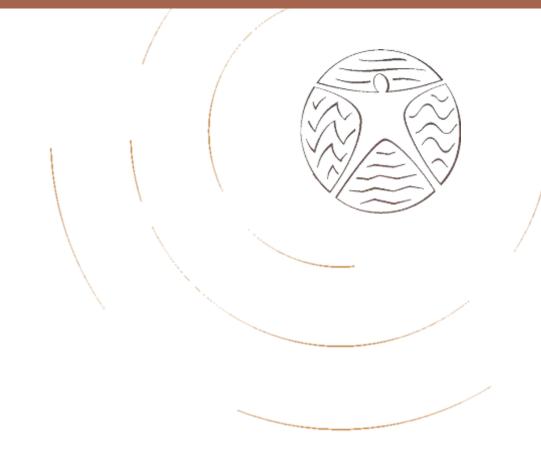




# Results of KGHM Polska Miedź S.A. in 2013

February 2014



# Major Group resource projects

# Sierra Gorda – project on time, commissioning in mid-2014





Hydraulic tests, filling of reservoir and completion of sea water pipeline



Construction of Sierra Gorda completed

Progress on construction (as at 31 December 2013)

- Project will be completed on time, planned completion of construction and commissioning in mid-2014
- 86% project progress
- Construction of sea water pipeline 94% complete, final hydraulic testing in progress
- Construction of tailings pond approx. 86% complete and processing plant approx. 80% complete
- Pre-stripping at 81% of the amount required before commissioning
- Around 91% of the CAPEX committed
- Around USD 3.4B of the committed amount has been incurred



# Sierra Gorda – project on time, commissioning in mid-2014



Sea water pipeline – coastal station



Milled ore warehouse



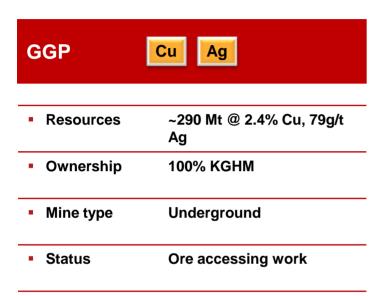
Crushed ore storage facility



Concentrate thickening, Molybdenum plant



# Deep Głogów – guarantee of stable production by KGHM



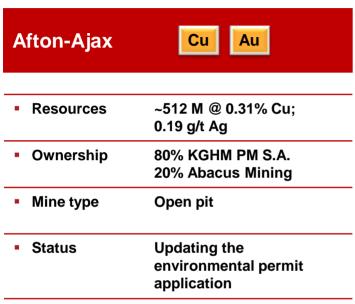


### **Status**

- In December 2013 sinking commenced on the GG1 (inflow) ventilation shaft
- Preparatory and accessing work in progress
- First mining section to begin work on 1 April 2014
- Design work completed on a modern surface air conditioning station with target power of 25 MW at the R-11 shaft. Commencement of construction planned at the turn of 1Q/2Q 2014



# Afton-Ajax – copper and gold from British Columbia



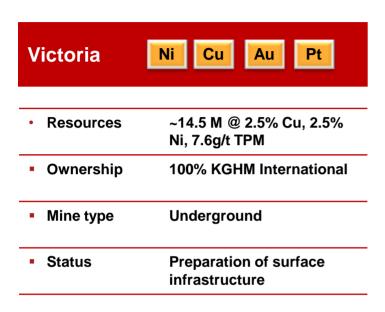


### **Status**

- KGHM Polska Miedź S.A. appointed a new project manager, with experience from managing the similarly-sized Cu-Au Mount Milligan project in British Columbia
- A program of 9 geotechnical drillholes in the orebody pit was performed, whose results are being used to update the mine's block model
- Exploratory work continued, including geophysical research and a campaign of exploratory drilling in the adjacent Rainbow and Ajax North areas
- Further geological work, which will provide more precise knowledge of the initially-identified ore potential, will be performed in 2014
- Work also continues on changing the siting of some of the mine's facilities, which will also enable maximisation of the value of the Afton-Ajax project as well as lower environment impact



# Victoria – in future, the second-most important value driver after Sierra Gorda





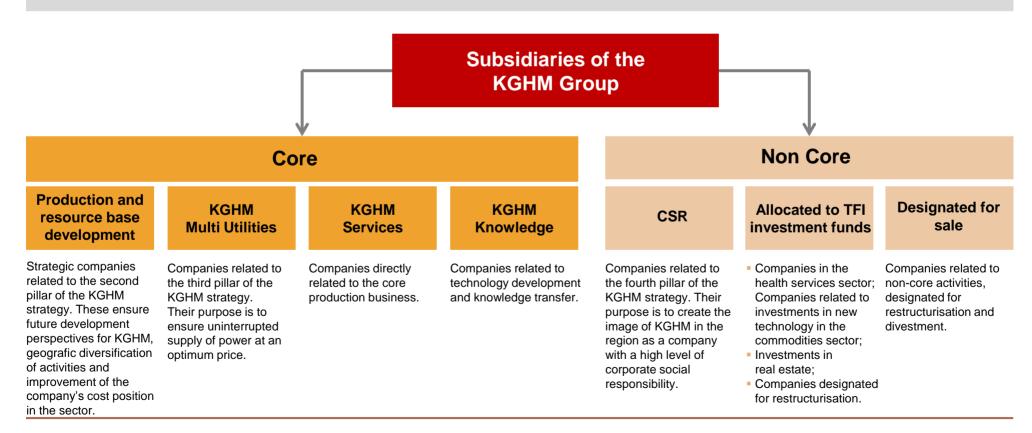
### **Status**

- Work is on schedule
- Tree removal completed and work in progress on levelling terrain for the surface infrastructure
- Environmental permit applications submitted.
   These are being reviewed and final corrections implemented
- Mine closure plan being developed, required to obtain building permit for the first shaft
- Work in progress on the Integrated Development Plan, describing in detail the mine execution plan
- Steering Committe appointed comprised of staff from KGHM S.A., KGHM International and the company PeBeKa, whose task will be to supervise realisation of the project

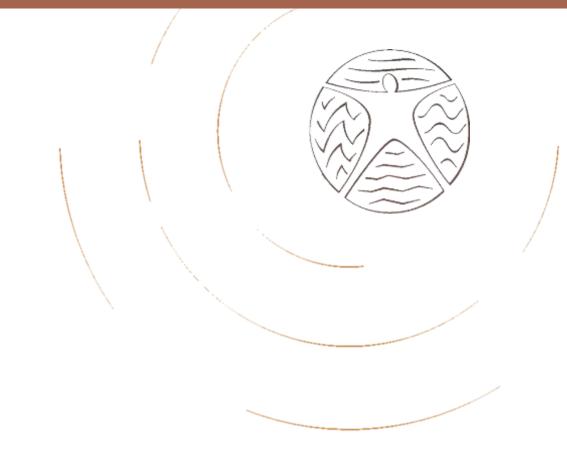


## Development of the Group based on a transparent structure

To improve the process of managing Group companies and to optimise their value, groups of assets will be separated depending on the impact of the goods and services they supply to the core business of KGHM, their possibilities for development and their relationship with the strategy of KGHM Polska Miedź S.A.







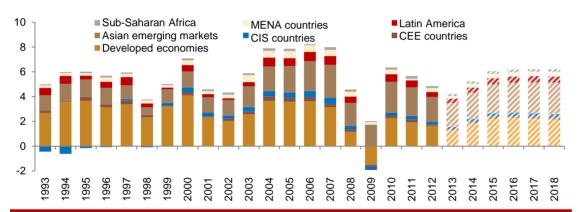
# Macroeconomic perspectives

# Global growth path remains uncertain and remains dependent on the developing countries

### **WORLD**

#### Emerging markets will continue to drive global growth

#### Contribution to global GDP\* [%]



Record levels achieved by American stock exchanges demonstrate the level of investor optimism



- Symptoms of recovery appearing in the world's largest economies are evident in rising PMI (above 50) and in industrial production.
- Over the long term global economic growth will be heavily dependent on the rate of increase of the emerging countries, in particular those in Asia.
- In China, the gradual liberalisation of the one-child policy, increased urbanisation and a return to quality economic growth announced by the Chinese government will have an impact on the type of demand generated by Chinese consumers. Urbanisation will be mainly driven by the development of infrastructure and the property market.
- The visible improvement in the American economony resulted in a partial decrease in the buyback of bonds by the Federal Reserve. Shareholder optimism was reflected in further records of market indices (S&P500, DJIA, DAX) building a positive perspective in the coming quarters.

KGHM POLSKA MIEDŽ S.A.

CIS = Commonwealth of Independent States; MENA = Middle East, North Africa; CEE = Central Eastern Europe; Source: MFW, KGHM

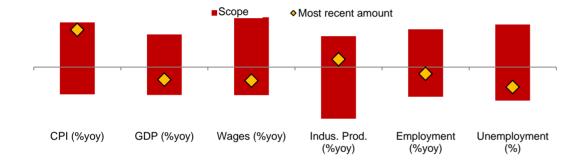
<sup>\*\*</sup> Source: Bloomberg, KGHM

# Bottom of the economic cycle reached in the first quarter of 2013, with systematic recovery expected in the coming months

### **POLAND**

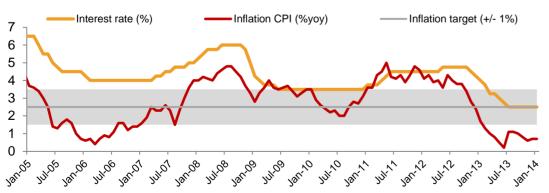
#### Macro indicators show an increasingly better picture of the Polish economy

Overview of macroeconomic indicators in Poland\* [standardised amounts]



#### Inflation pressure is low, encouraging a neutral view by the Monetary Council

Interest rate [%] and inflation in Poland [% yoy]\*\*



- The Polish economy reached the bottom of its cycle in the first quarter of 2013, returning to growth in subsequent quarters. After reducing interest rates by a total 225 base points to 2.50%, the Monetary Policy Council entered a waiting phase. According to statements by the Council's president, Marek Belka, and of other members, the MPC will review the situation, and at least to the end of the first half of 2014 will remain neutral.
- In 2013 consumer prices recorded an average annual rate of change of 0.9%. According to forecasts by the NBP, the inflation target should be reached in 2015, consequently inflationary pressure will remain at a low level until then.
- The transfer of bonds to the OFE pension funds increased the exposure of the Polish debt market to foreign entities, as a result of which there will most likely be an increase in volatility on the debt and currency markets should there occur deeper macroeconomic shocks.
- Over the long term it is expected that the Polish economy will undergo more robust growth than that of the Eurozone, which could support a scenario of appreciation in the zloty versus the EUR or the USD. Moreover, the substantial decrease in the current account deficit (-1.5% GDP) and its further stabilisation will reduce the risk of sudden, strong shocks on the currency market (as compared to other emerging markets).



\*\* Source: Ministerstwo Finansów, KGHM

Chart shows the standard normal distribution for individual macroeconomic indicators.

The horizontal line (zero value) indicates the average for the given indicator in the period from January 2008 to January 2014.

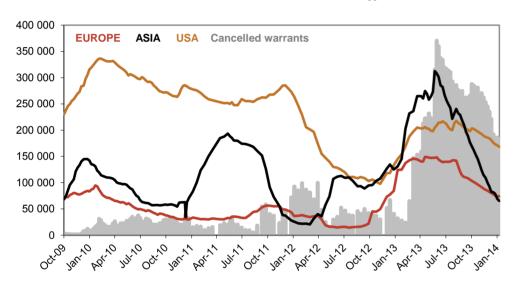
The unemployment indicator was reversed due to its negative character (as a destimulant). Source: Bloomberg, KGHM

# Fewer new investments in mining projects suggests a deficit on the copper market over the long term.

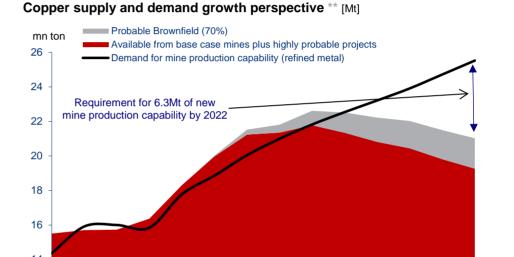
#### **COPPER**

#### Official LME inventories have clearly fallen in recent months

#### Inventories and cancelled warrants in LME warehouses\* [t]



#### Refined copper supply may not be able to offset potential demand



2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022

- In the short term the expected increase in supply from new or existing project expansions (e.g. Grasberg, Escondida, Toromocho) may limit the copper price's upper movement, however the shortage of smelting capacity makes the surplus less visible on the refined and copper products markets.
- LME copper warehouse stocks have been falling systematically mainly due to the aforementioned smelting bottlenecks as well as to a change in London Metal Exchange warehousing policy.
- In coming years the consumption of copper in developed countries will remain at the level observed over the last few years. China will remail the main engine of growth as well as other emerging markets such as Brazil, Russia, Turkey, India, Mexico and Indonesia.
- Cuts in capex and low incentives for new investments will result in a lower number of new mining projects, which suggests a deficit on the copper market over the long term.

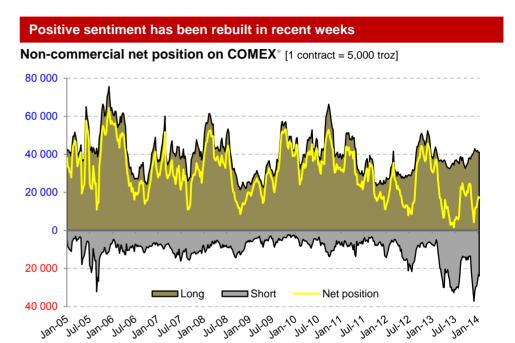
Source: Bloomberg

<sup>\*</sup> Source: Wood Mackenzie, KGHM

# Market stability and investment demand growth in Asia will have a positive impact on the precious metals markets

#### **SILVER**



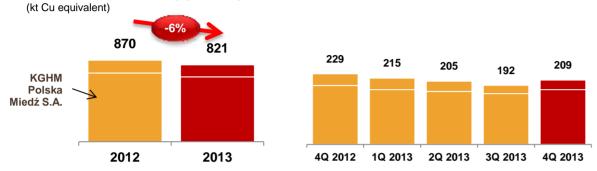


- The Fed decelerated the pace of its government bond buying program known as quantitative easing (QE). The program is supposed to be trimmed down further in future in line with the US economic recovery.
- Other significant central banks (EBC, BoE, BoJ, SNB) are also in the process of implementing QE in various forms. The difference between them and the Fed is that they haven't laid down any plans for winding up their accommodative polices in the nearest future.
- The fact that ETFs have not been selling their assets amid falling prices indicates possible stabilisation of the precious metals market and possible anticipation of future interest rate hikes in the US.
- Growing demand on the physical side of the market along with investment demand coming from India and China should positively affect the precious metals
  market in the future.

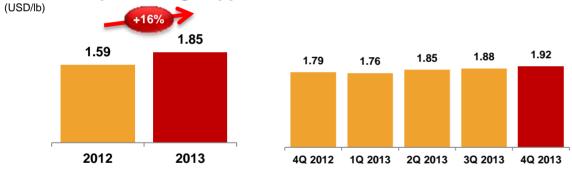


### **Economic results of the KGHM Group**

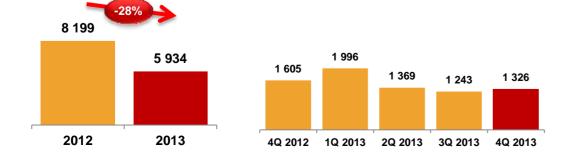
### Production of copper equivalent



### C1 cost of producing copper in concentrate

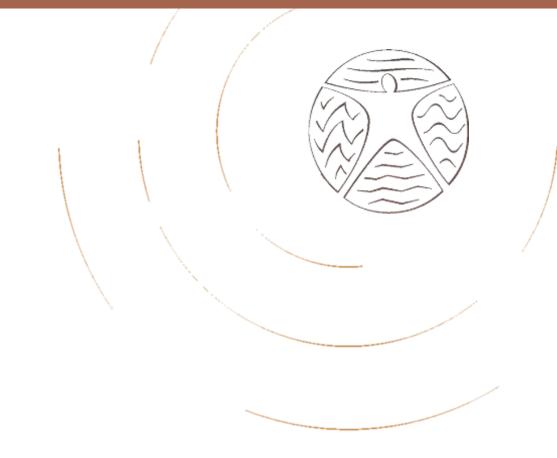


#### EBITDA (M PLN)



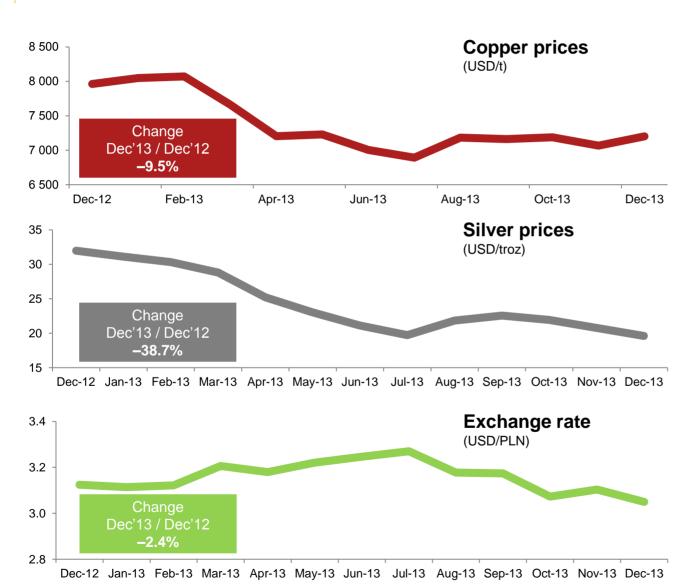
- The decrease in production of copper equivalent versus 2012 is mainly due to lower prices and lower volume of silver production by KGHM Polska Miedź S.A.
- Production of copper equivalent by KGHM Polska Miedź S.A. amounts to 84% of production by the Group
- The increase in the C1 cost of producing copper in concentrate is mainly due to the increase in the unit cost in KGHM Polska Miedź S.A. due to introduction of the minerals extraction tax alongside lower sales of by-products at the Group level

- The lower Group result is mainly due to less favourable metals prices
- Profit remains primarily driven by the results of KGHM Polska Miedź S.A. (84% of Group EBITDA in 2013)



# Economic results KGHM Polska Miedź S.A.

# Significant deterioration in macroeconomic conditions

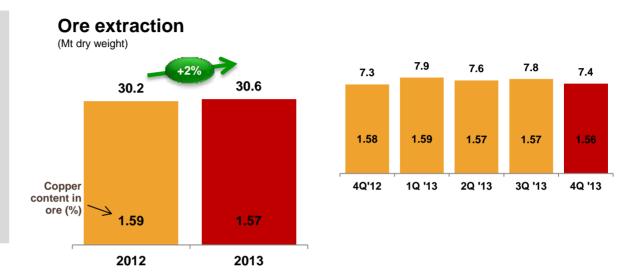


- The decrease in the copper price was due to the general global economic slowdown and to expectations of a supply surplus in the coming years
- Since the start of 2013 silver has depreciated in value, reaching its annual minimum at the end of June. The main reason for the negative view of silver by investors was the speculations around the potential reduction of the QE program by the Federal Reserve, which until now has supported the price of this metal.
- Lower interest rates in Poland and the robust increase in the profitability of American bonds led to a partial outflow of foreign capital from Poland and the weakening of the zloty in the first half of 2013.

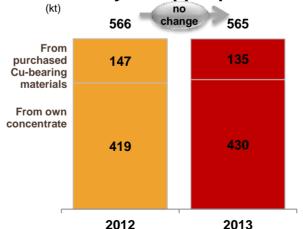
# Stable production despite lower copper content in ore and the maintenance shutdown at the Głogów smelter

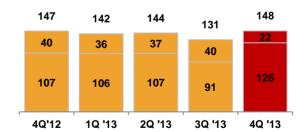
- Despite the deterioration in ore quality, thanks to a 2% increase in extraction, the amount of copper in extracted ore slightly rose, and in turn production of copper in concentrate
- The decrease in copper content in ore was due to operations being conducted in areas of lower copper ore mineralisation

- The high level of smelter production, at a level similar to the prior year, was achieved due to higher achieved recovery of copper in concentrate and the favourable participation of production from own concentrate, despite the maintenance shutdown of the production line at the Głogów II smelter.
- Modernisation at the Głogów II smelter improved productivity parameters and will enableeffective uninterrupted production until the next planned maintenance in 2017.



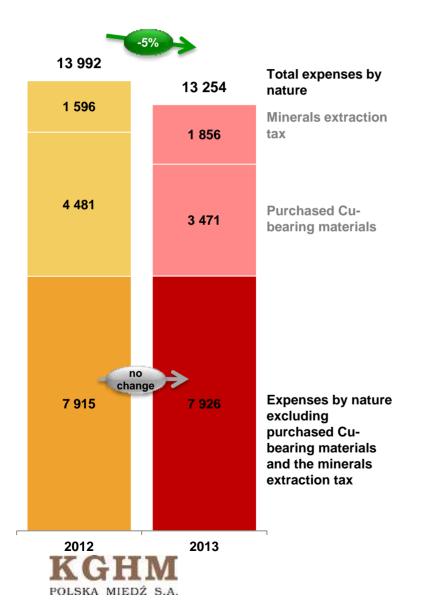
### **Electrolytic copper production**



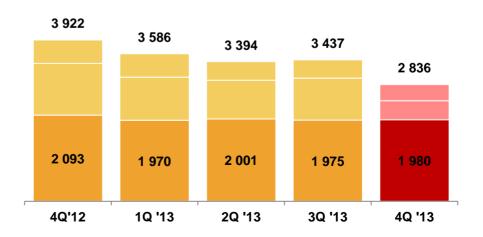




### Cost discipline maintained in every quarter of 2013



- Expenses by nature, excluding the minerals extraction tax and purchased Cu-bearing materials, remained at the 2012 level
- The lower value of purchased Cu-bearing materials related to their lower amount and purchase price
- The higher level of the minerals extraction tax was due to its being in force for the full year 2013 (in 2012 – from 18 April)



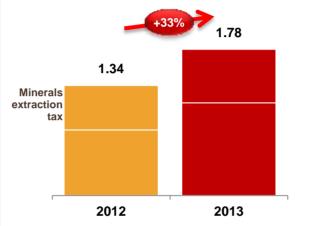
# An increase in the unit copper production cost mainly due to the higher level of the minerals extraction tax alongside lower revenues from precious metals (silver and gold)

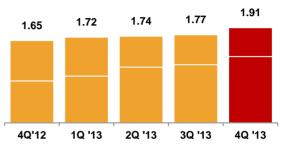
- The main causes of the increase in the C1 cost of producing copper in concentrate, and therefore of the total unit cost of producing electrolytic copper from own concentrate, were:
  - introduction of the minerals extraction tax
  - the lower valuation of silver and gold
  - The increase in external services costs mainly due to higher maintenance costs (maintenance at Głogów II) and mine preparatory costs – an increase in their tangible scope by 6%

Alongside a higher volume of own production by 2.7% (11 kt).

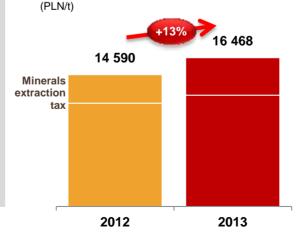
- An additional level impacting the level of C1 is the strengthening of the PLN versus the USD.
- In 2013 the minerals extraction tax represented 37% of the C1 cost of producing copper in concentrate and 25% of the cost of producing electrolytic copper from own concentrate

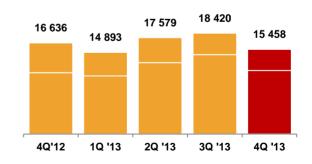
# C1 cash cost of producing copper in concentrate





### Cost of producing electrolytic copper from own concentrate



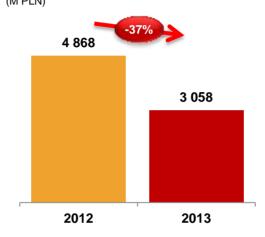


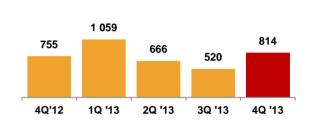


# Deterioration in macroeconomic conditions caused a decrease in the financial results – profit by 37% and EBITDA by 31%

- Net profit for 2013 amounted to PLN 3 058 million and was 37% lower than in 2012
- After excluding the impact of the minerals extraction tax the decrease in profit would be 21%

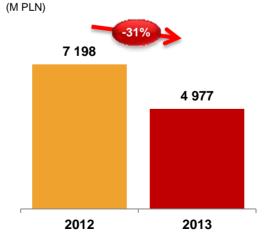
Profit for the period

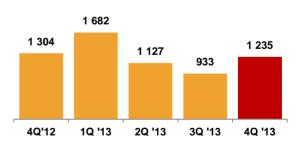




 EBITDA in the same period amounted to PLN 4 977 million, meaning a decrease by 31% versus 2012

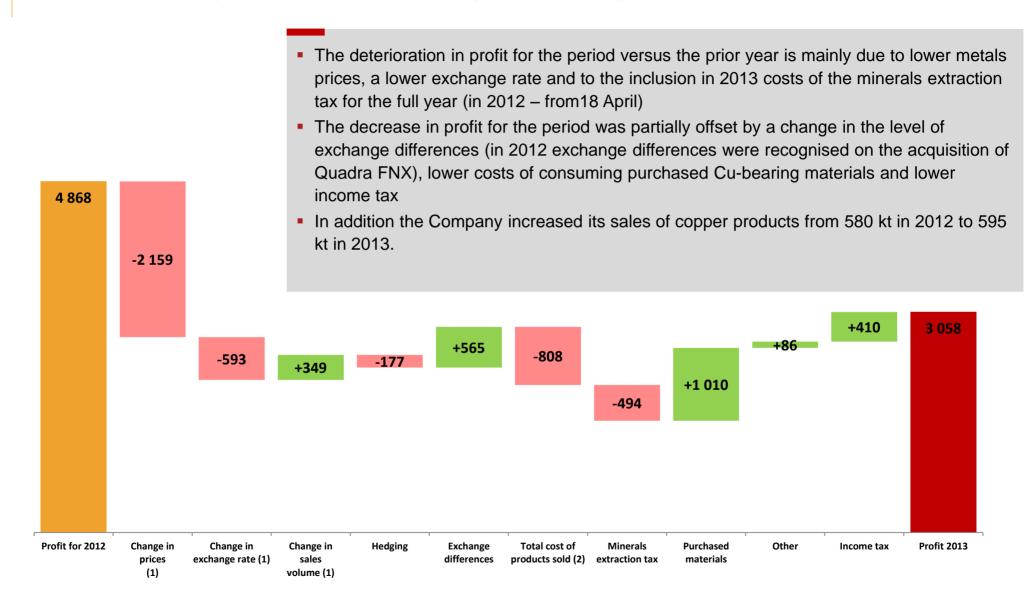








### Deterioration in profit for the period by 37% mainly due to external factors



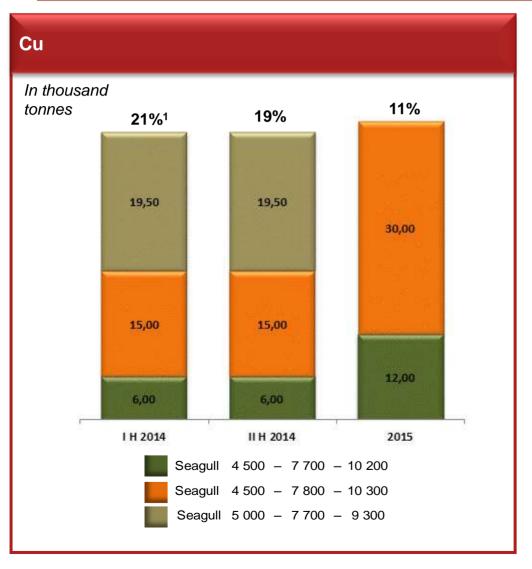


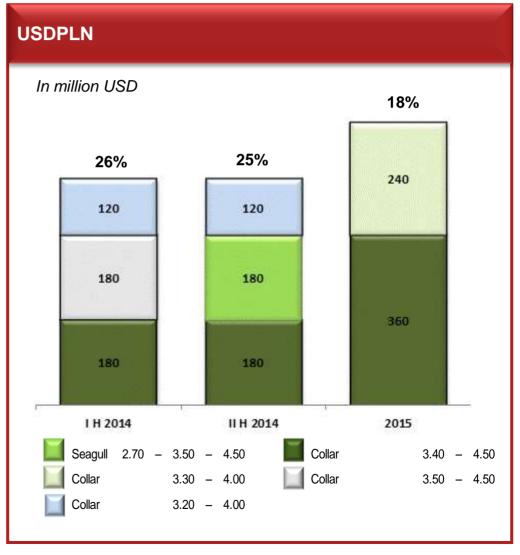
<sup>1)</sup> Impact on sales

<sup>2)</sup> Excluding minerals extraction tax and consumption of purchased Cu-bearing materials

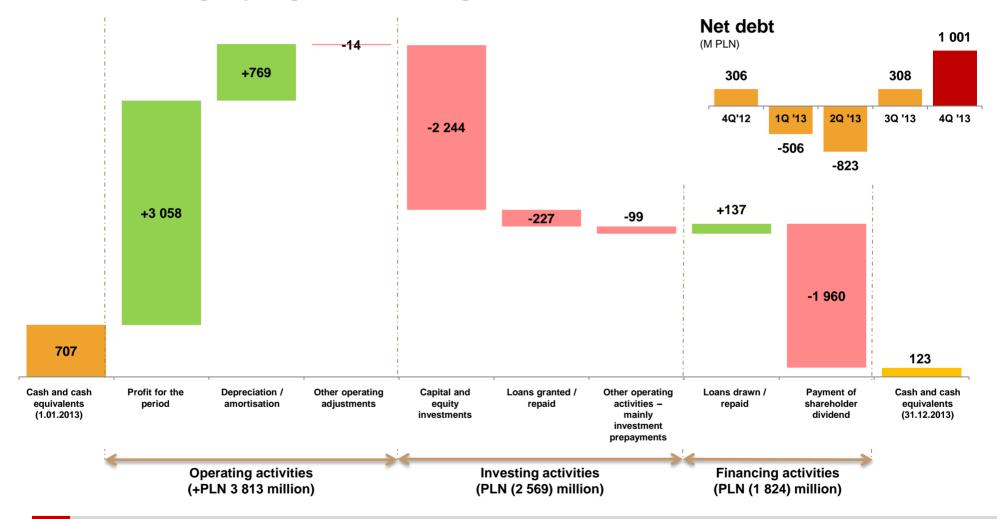
### Market risk management – hedged position (as at 31 December 2013)

Position in derivatives on the commodities and currency markets





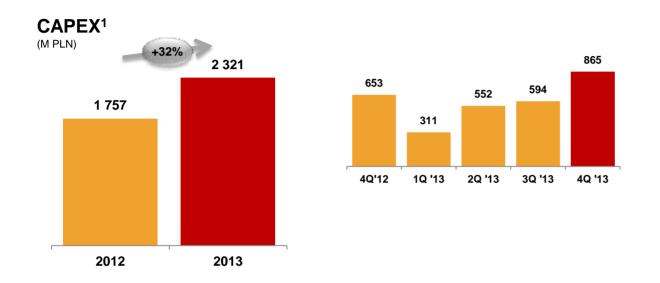
# Operating cash flow enabled financing of investment activities and payment of a dividend at a slightly higher borrowing level

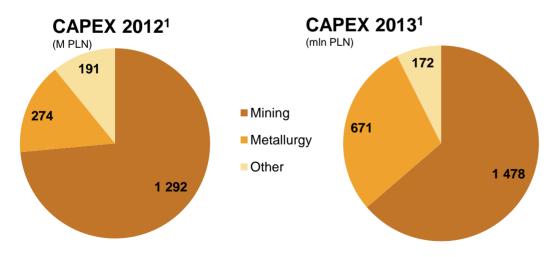


In 2013 cash and cash equivalents decreased by PLN 584 million with an increase in debt due to borrowing by PLN 137 million



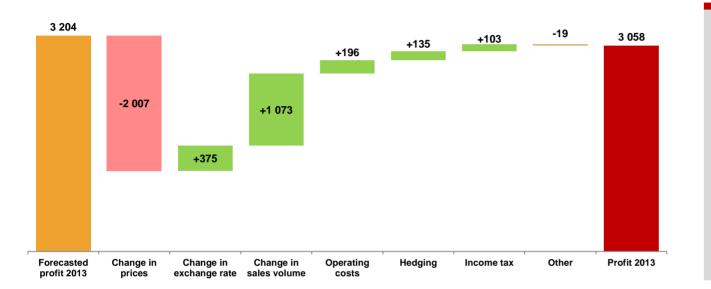
### Capital expenditures in 2013 increased by over 30%





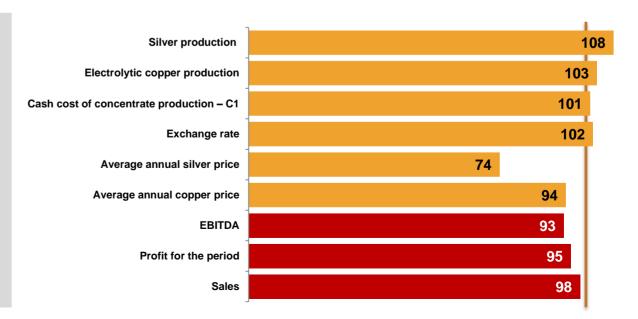
- Most expenditure in mining (63%)
- Nearly 60% of expenditures of a development nature
- Main investment projects realised in 2013:
  - Construction of SW-4 shaft
  - Deep Głogów Project
  - Modernisation of machinery park in the mines
  - Modernisation of Pyrometallurgy

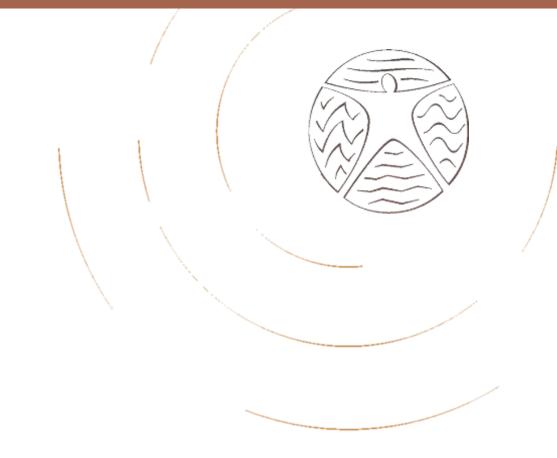
# Despite deterioration in macroeconomic conditions profit for the period not substantially different from the planned level



- The negative impact of poorer metals prices on the Company's financial results were offset by:
  - A more favourable exchange rate
  - A higher sales volume
  - Lower operating costs
  - The impact of hedging
  - Lower income tax

- Actual production achieved exceeded forecasted target
- Cash cost of producing copper in concentrate in 2013 in line with plan
- Metals prices, in particular silver, were substantially lower than assumed, with a slightly more favourable exchage rate
- The forecasted financial results were achieved at a slightly lower level than assumed





# **Economic results KGHM INTERNATIONAL**

### Main assets of KGHM in North America

### Production assets





Robinson





C

Open-pit mine, USA

- 2013 was a record year for the Robinson mine in terms of copper recovery (81.0%) and total ore processed of 14.8 million tonnes
- The increase in recovery of copper and gold was possible thanks to the good quality of ore extracted in the first half of 2013 and to operational improvements
- In the first half of the year extracted ore came primarily from the Ruth pit, while in the second half it came from the Liberty pit. Work in the Kimbley pit to the end of 2013 involved waste stripping, with extraction planned in 2014



Robinson open-pit mine Nevada, USA

**Morrison** 







TPMs

Underground mine, Canada

- In the fourth quarter of 2013 the Morrison mine produced a record amount of payable copper thanks to higher ore extraction
- The production and sale of payable copper increased in 2013 versus the prior year thanks mainly to record ore production and better parameters for payable copper, resulting from the new, more advantageous agreement with Vale



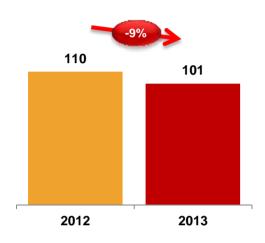
Morrison underground mine Ontario, Canada

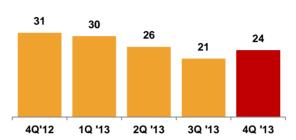


## **Production Highlights – Copper**

### **Copper production**

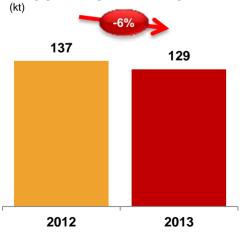
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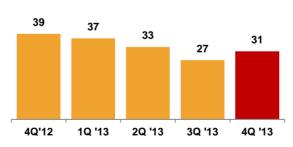




Total copper production and copper equivalent production in 2013 decreased due to the conclusion of production at the Podolsky (-6 kt) mine at the end of Q1 2013 and a decrease of production at Robinson due to lower grade ore milled for the second half of 2013.

### Copper equivalent production<sup>1</sup>



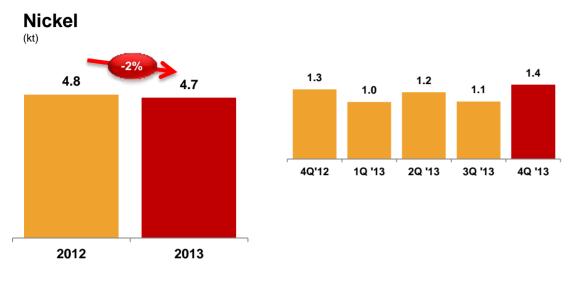


 The decrease in copper equivalent production was slightly offset by the increase in gold production at the Robinson mine as a result of higher recovery rates from clean ore characteristics realized in the first of 2013 and business improvement practices.



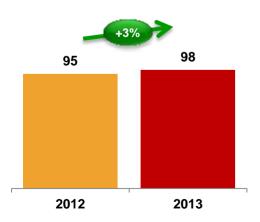
<sup>1</sup> Copper equivalent amounts are based average realized settlement commodity LME prices and excludes the impact of the Franco Nevada Agreement.

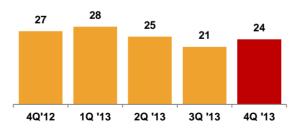
## **Production Highlights – Nickel & TPM**



 Nickel production slightly decreased primarily due to grade changes

# **TPM (gold, platinum, palladium)** (k troz)

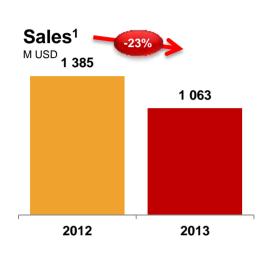


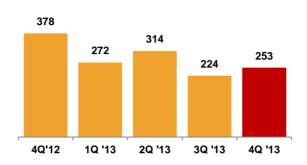


 The increase in TPM (total precious metal) production was mainly due to increased gold production by the Robinson mine as a result of higher recovery rates.



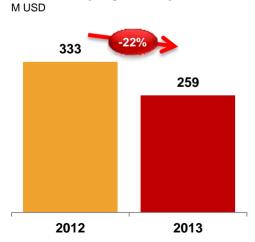
### Lower financial results mainly due to external factors

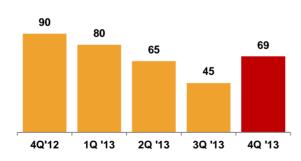




- The decrease in net sales revenue were due to:
  - Decline in effective metal price (-USD109 million)
  - Decrease in Copper and Nickel production (-USD 110 million)
  - Decrease in DMC project revenue primarily due to change in project phases (-USD 111 million).

### EBITDA (adjusted)





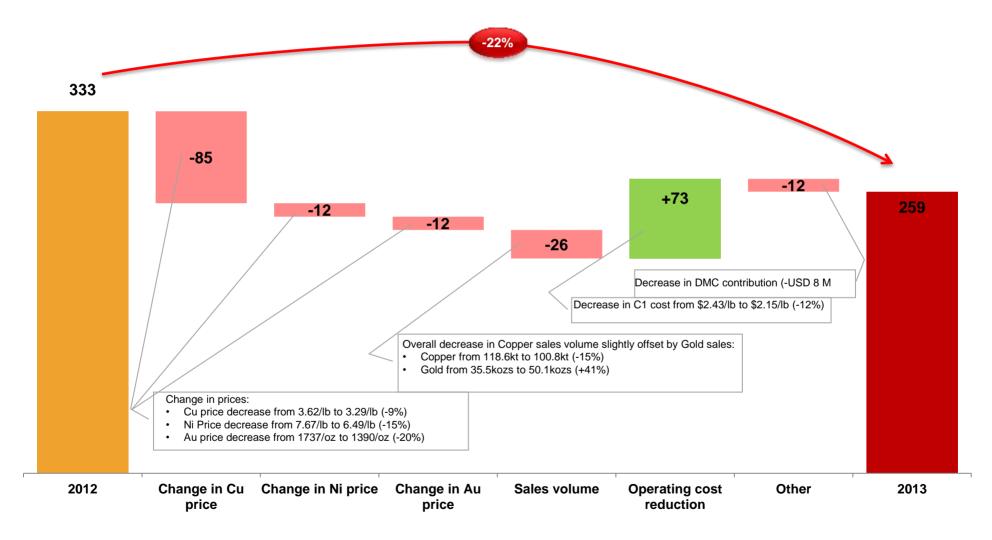
- The main causes of a decrease in EBITDA were:
- Decline in effective metal price (-USD109 million)
- Decrease in Copper and Nickel production contribution (-USD 46 million)
- Decrease in DMC project margin contribution (-USD 8 million)
- The decrease in change in EBITDA were limited by:
  - Increase in gold production (USD 20 million)
  - Operating cost reduction (USD 73 million)



<sup>1</sup> Sales revenues are presented net of treatment and refining charges

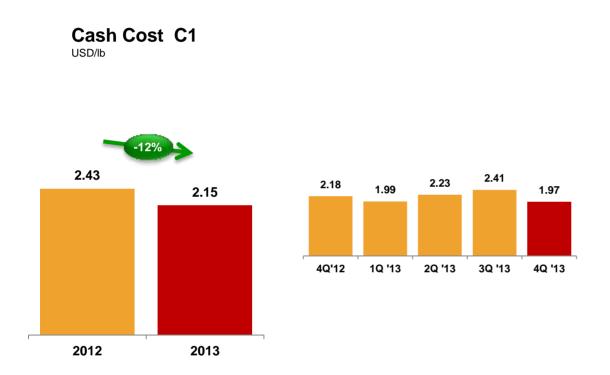
### The deterioration in macroeconomic conditions partially offset by lower costs







### Decrease in C1 cost despite lower by-products prices



- Decrease in C1 cost due to:
- Lower mining costs per ton at Robinson due to large volumes mined including capitalized stripping
- Lower production costs related to improved mill performance at Robinson
- Higher recoveries and TPM content at the Robinson mine, and consequently higher revenues from by-product sales.



