# **ANNUAL RESULTS**

30 June 2016

Distinctly Platinum

1 September 2016

## **Forward looking statement**

Certain statements contained in this presentation other than the statements of historical fact contain forward-looking statements regarding Implats' operations, economic performance or financial condition, including, without limitation, those concerning the economic outlook for the platinum industry, expectations regarding metal prices, production, cash costs and other operating results, growth prospects and the outlook of Implats' operations, including the completion and commencement of commercial operations of certain of Implats' exploration and production projects, its liquidity and capital resources and expenditure and the outcome and consequences of any pending litigation, regulatory approvals and/or legislative frameworks currently in the process of amendment, or any enforcement proceedings. Although Implats believes that the expectations reflected in such forward-looking statements are reasonable, no assurance can be given that such expectations will prove to be correct. Accordingly, results may differ materially from those set out in the forward-looking statements as a result of, among other factors, changes in economic and market conditions, success of business and operating initiatives, changes in the regulatory environment and other government actions, fluctuations in metal prices and exchange rates and business and operational risk management. For a discussion on such factors, refer to the risk management section of the company's Annual Report. Implats is not obliged to update publicly or release any revisions to these forward-looking statements to reflect events or circumstances after the dates of the Annual Report or to reflect the occurrence of unanticipated events. All subsequent written or oral forward-looking statements attributable to Implats or any person acting on its behalf are qualified by the cautionary statements herein.



# Agenda

**OVERVIEW** 



**FINANCE** 

**MARKET** 

**OUTLOOK** 



Terence Goodlace



Terence Goodlace



Brenda Berlin



Paul Finney



Terence Goodlace





## Safety strategy

- The Group achieved lowest ever 12-month moving average FIFR of 0.024 per million man hours worked during 2016
  - Worked over 8 million fatality free shifts between 13 April 2015 and 24 November 2015
- Striving to shift safety culture from dependence on supervision to an interdependent culture
- Some remarkable safety achievements
  - 16 operations worked more than a year without a fatality
  - 15 having completed more than a million fatality free shifts

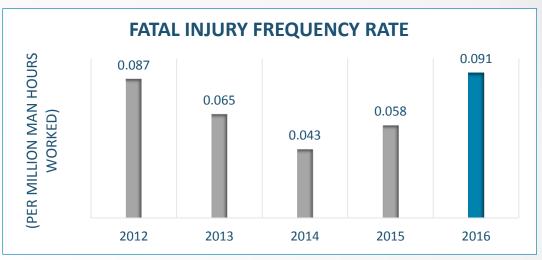
Fatality free shifts (millions)	Operating units
+10	Rustenburg Services and Springs Refinery
+5	Zimplats and Impala's 7A Shaft
+3	Two Rivers
+2	Marula, Impala's 4, 11 and 20 Shafts
+1	Impala's 6, 7, 9, 10 and 16 Shafts, Mineral Processes

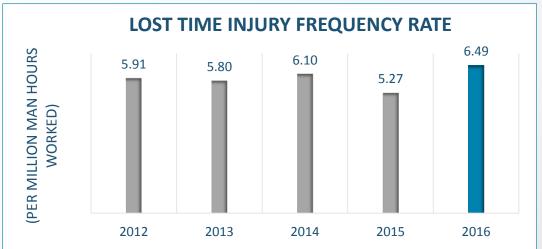




## Safety performance

- FIFR deteriorated to 0.091 per million man hours
- Tragic loss of lives at our operations during the year:
  - Two at Mimosa in Zimbahwe
  - Three at Impala Rustenburg's 1 Shaft (2 incidents)
  - Six at Impala Rustenburg's 14 Shaft (3 incidents)
- LTIFR deteriorated to 6.49 per million man hours
- Two key initiatives launched this year to drive change:
  - Critical safe behaviours (all high risk occupations)
  - Critical controls

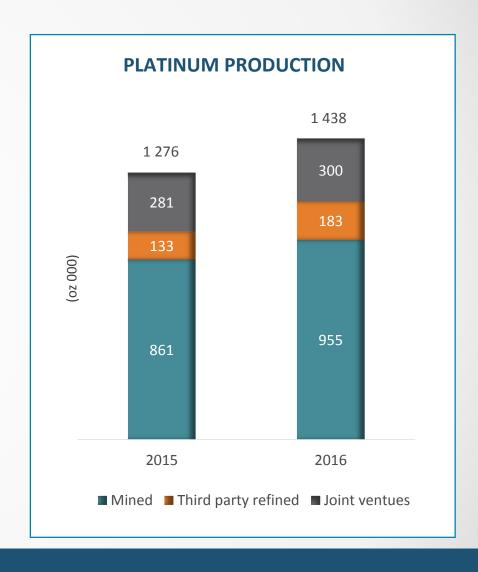






## **Operational – key features**

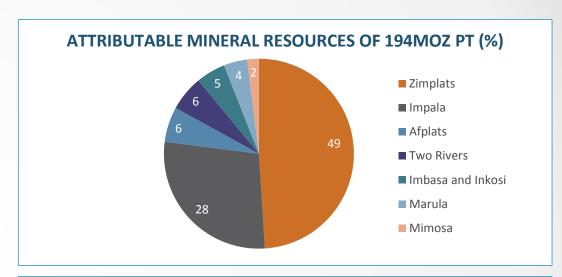
- Tonnes milled increased by 15.0% to 18.5 million tonnes
- Gross refined platinum production increased by 12.7% to 1 438 300 ounces
- Group unit costs were well managed, despite safety impacts at the Lease Area, decreasing by 2.2% to R21 731 per platinum ounce, or 5% to R824 per tonne milled
- Capital expenditure through the cycle maintained, with R3.56 billion spent on mineral reserve development and critical capital projects
- Performance at Impala Rustenburg impacted by two major safety events in the second half
- All other operations achieved exceptional operational performances in a challenging operating environment - achieving record production
- Headcount reduced by 6.1% to 50 720 including contractors at year end (excluding JV operations)

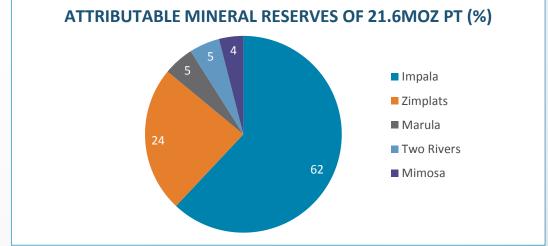




### **Reserves and resources**

- There has been no material change to Implats' mineral resources as at 30 June 2016 relative to 30 June 2015
  - Estimated total attributable mineral resources decreased by 1% to 194 million platinum ounces, largely due to normal mining depletion
- Total attributable mineral reserves decreased by 18% to 21.6 million platinum ounces (26.4 million platinum ounces) due to:
  - Depletion (1.2 million platinum ounces) in 2016
  - The exclusion of 17 Shaft, which was placed on a low-cost care and maintenance programme during December 2015 (4.5 million platinum ounces)
  - Offset by an increase in reserves at Zimplats as a result of Portal 5
     South reserves being included into the Bimha Mine plan
     (1.2 million platinum ounces)
- Portal 6, once approved, should increase the mineral reserve
  - Potential growth in reserves of 3 million platinum ounces

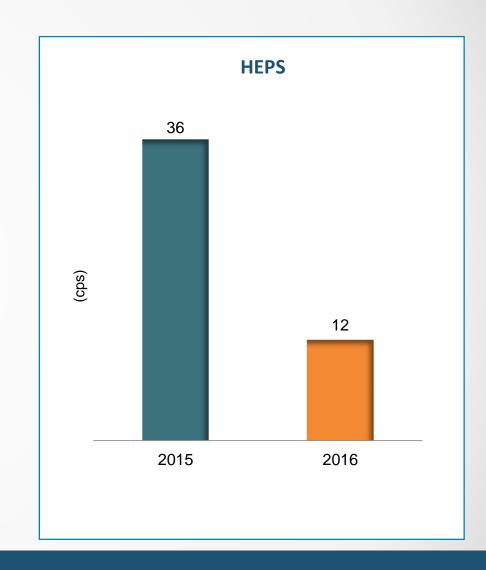






## Financial – key features

- Group revenue increased by 11% to R35.9 billion
  - Despite rand basket decreasing by 7% to R23 413 per platinum ounce
- Cost increases contained through stringent cost control measures realising a saving of some R1.4 billion
- Headline earnings declined 62% to R83 million
- No dividend declared
- Response plan
  - Successful equity raise of R3.9 billion to fund the completion of 16 and 20 shafts
  - Generated net R1.6 billion in cash for the year (excluding capital spend on 16 and 20 shafts)
  - Closing cash position of R6.8 billion

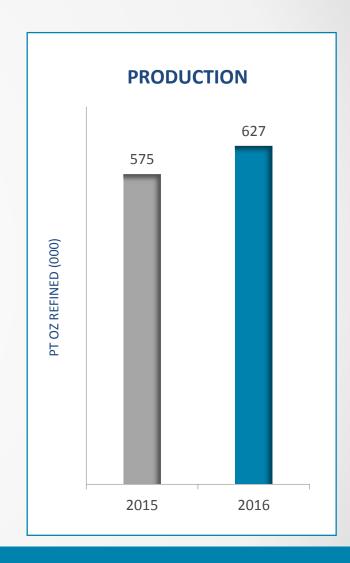






### **Impala**

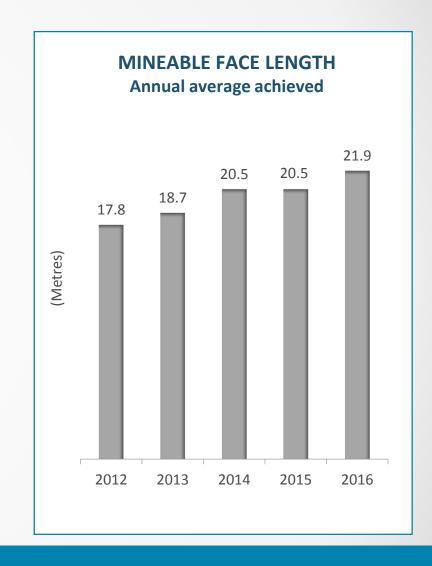
- Milled tonnage increased by 12.1% to 10.32 million tonnes (9.21 million tonnes)
- Grades remained largely unchanged at 4.16g/t
- Refined platinum production rose 9% to 626 900 ounces (575 200 ounces)
- Focus on improving mining efficiencies and reducing operating costs resulted in various initiatives to contain the operating cost base and a saving of R930 million was realised
- Unit costs were severely impacted by the lower production volumes in the second half and improved by only 7.3% to R22 139 per platinum ounce refined (R23 884)
- Production was severely impacted by events at 1 and 14 Shafts
  - Rehabilitation of lower mining section of 14 Shaft to be completed in 2 phases
  - Phase 1 to be completed in November 2016 and Phase 2 by March 2017
- Both 8 Shaft and the 12 Shaft mechanised section were closed as planned in December 2015
- 17 Shaft placed on a low-cost care and maintenance programme
- Total employees including contractors reduced by 7.7% (43 838 to 40 477)





### **Creating mining flexibility at Impala Rustenburg**

- Primary development up 2.5% to 58.5km
- Average mineable face length increased to 21.9km
- Mining flexibility at 1.3 panels per crew
- Plan to increase mineable face length to 24km by June 2017 with the ramp-up of 16 and 20 Shafts, allowing stoping teams at Impala Rustenburg to be increased from 555 at year end to 594 teams during 2017
- 14 Shaft decline section to be returned to full production in two phases, first production from Phase 1 expected in November 2016 and steady state in March 2017





## New modern shafts at Impala Rustenburg

- The group has continued to invest through the cycle
- Good progress on commissioning and ramp-up of 16 Shaft and 20 Shaft
  - These new shafts produced 82 900 platinum ounces in 2016
  - Capital expenditure of R1.3 billion over the year
  - A further R2.6 billion is required to complete 16 and 20 Shaft complexes

Major capital projects	20 Shaft		16 Shaft	
Capital spend for 2016*	R753 million		R544 million	
Remaining capital spend*	R1 607 million		R968 million	
Design capacity reached	2019/20		2020/21	
Steady-state throughput	1.7mtpa		2.7mtpa	
Steady-state platinum production	125kozpa		185kozpa	
	2015	2016	2015	2016
Tonnes milled (000)	562	770	292	489
	+37%		+68%	

<sup>\*</sup> Includes off-reef development until end 2018



## Implementing the Impala Rustenburg strategy

The strategy focuses on transforming the Impala Rustenburg into a more concentrated mining operation with access to new modern shaft complexes making better use of the fixed cost base, with higher mining efficiencies, higher proportion of productive rock-breakers, lower unit costs and improved safe production performance.

Key metrics	2017	2021
Mining Mix (Merensky : UG2)	40	46
Head Grade (6E g/t)	4.37	4.41
Number of shaft complexes	13	10
Number of stoping half levels	210	183
Number of active half levels	255	199
Stoping people in service	11 305	12 811
Overhead people in service	11 480	10 724
Total employees in service at shafts	26 175	25 756
Stope productivity (m² per team)	325	339
Costs (Rand per platinum ounce)*	20 000	17 500
* - 1 - 1 - 2016 :		

<sup>\*</sup> Real cost in 2016 terms



## **Impala Refining Services (IRS)**

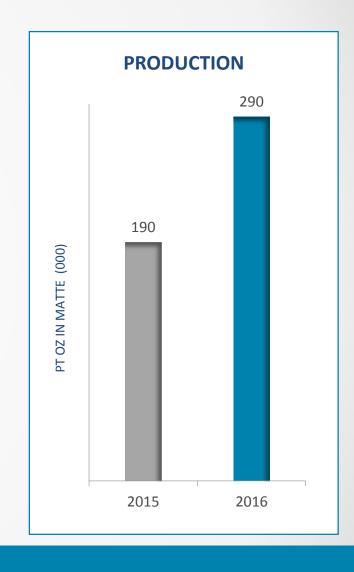
- Utilises Impala's excess processing and refining capacity to smelt and refine the concentrate and matte produced by the group's other mine to market operations and third parties
- IRS maintained its considerable financial contribution to Group earnings
  - IRS generated R1.35 billion in cash for 2016
- Platinum production from mine-to-market operations increased by 10.7% to 628 600 ounces
- Refined platinum production from third-party purchases increased from 133 200 ounces to 182 800 ounces

(Pt oz 000)	2016	2015
Zimplats	251.0	215.6
Marula	77.1	70.5
Mimosa	117.0	113.2
Two Rivers	183.4	168.2
Mine to market operations	628.6	567.5
Third party purchases and toll	182.9	133.2
Total	811.5	700.7



### **Zimplats**

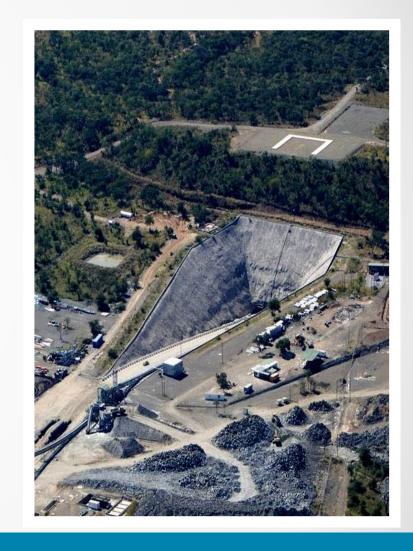
- Exceptional safety performance
  - Zero fatalities
- Tonnes milled increased by 24.1% to 6.41 million (5.16 million),
  - Lost production tonnage at Bimha fully recovered
    - Additional open pit mining
    - Redeployment of mining teams
  - Increasing output from Mupfuti Mine as it ramps-up production
- Head grade maintained at 3.48g/t
- Platinum in matte production increased by 52.5% to 289 800 ounces (190 000 ounces)
  - A record production level
  - Stockpiled material (21 000 platinum ounces) was sold as concentrate
- Total cost rose 2.2% to US\$327 million
- Platinum unit costs declined by 33% to US\$1 130 per platinum ounce in matte
  - Benefited from increased production volumes and stringent cost containment initiatives
- Head count decreased by 6.5% to 5 443 employees including contractors





## **Zimplats capital**

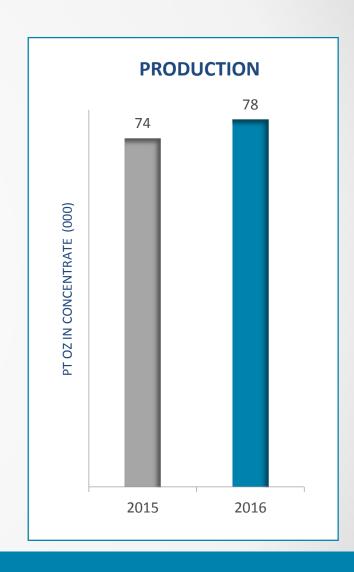
- Capital expenditure reduced to US\$68 million (US\$85 million) due to cash preservation initiatives
- Major projects in planning
  - Bankable feasibility study on portal 6 near completion initial box cut underway (expected that US\$148 million will be spent over the next five years)
  - Rectangular furnace project study underway
- Zimplats remains committed to growing and diversifying the PGM industry in Zimbabwe
  - Continue to engage with government of Zimbabwe on mutually acceptable solutions





### Marula

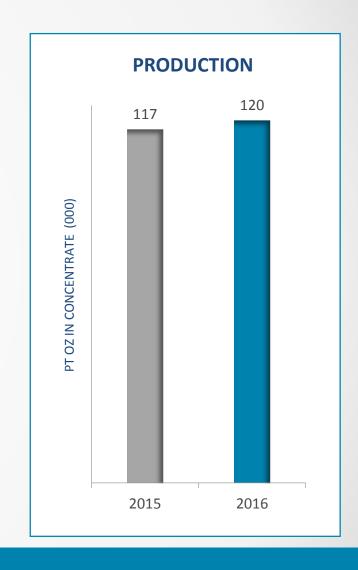
- Improved safety with zero fatalities
- Milled tonnage increased by 2.5% to 1.70 tonnes (1.66 tonnes)
- Head grade rose by 1.4%
- Platinum in concentrate production rose by 5.6% to 77 700 ounces (73 600 ounces)
- Unit costs per platinum ounce in concentrate increased by 6.9% to R24 131 (R22 582)
  - Unit cost negatively affected by lost production due to community unrest
- Capital expenditure was contained to R89 million (R145 million) due to cash preservation initiatives
- A mining optimisation strategy focusing on operational performance and profitability delivered an improved performance
  - Employees moved from an old hybrid section to an expanding footwall section at Clapham
  - Contractors were deployed to the old hybrid section to sustain output
  - Aims to increase production to 90 000 ounces of platinum per annum in 2017
  - Mineable face length doubled from 1.5km in 2013 to 3.2km currently
- Production was disrupted by sporadic community unrest during the second half of the year
- Head count increased by 9.6% to 4 800 employees including contractors





### **Mimosa**

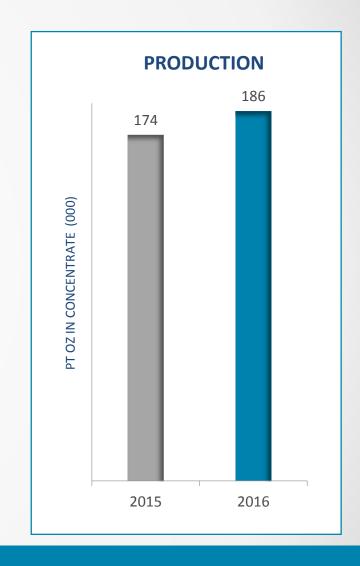
- Two separate fatalities occurred
  - Devastating blow to an excellent safety record,
  - Continuous focus on behavioural and cultural issues to achieve zero harm.
- Mimosa achieved record annual production
  - Tonnes milled increased by 2.1% to 2.64 million (2.59 million)
  - Grade maintained at 3.88g/t
  - Platinum in concentrate production higher by 2% at 119 700 ounces (117 400 ounces)
- Unit costs per platinum ounce in concentrate decreased by 4.1% to US\$1 463 (US\$1 525)
  - Driven largely by cost saving initiatives
- Capital expenditure of US\$32 million was mainly spent on maintenance capital
- Projects in planning
  - Smelter bankable feasibility study nearing completion
- Zimbabwean Government has deferred the imposition of a 15% export levy on unbeneficiated platinum concentrates until 1 January 2017





### **Two Rivers**

- No fatalities in 2016
- Two Rivers delivered another exceptional year and remains one of South Africa's lowest-cost PGM producers
- Acquired the mineral rights to the remaining extension of Kalkfontein
  - Once incorporated, Implats' shareholding will reduce to 46% from 49%
- Tonnes milled increased from 3.36 million to 3.51 million.
  - Due to additional toll milling through another facility.
- Head grade up marginally to 4.06g/t
- Platinum in concentrate production increased by 7.1% to 185 900 ounces (173 500 ounces)
- Unit costs per platinum ounce in concentrate decreased by 1.4% to R11 775 (R11 948) as a result of the increased production volumes
- Capital expenditure was maintained at similar levels as the previous year at R282 million







### **Income statement**

- Revenue increased due to improved volumes
- Impairment and scrapping:
  - Closure of 12 Mechanised section and 8 shaft
  - 14 Shaft conveyor fire
- Insurance claim of R474 million
  - Business interruption at 14 Shaft of R295 million
  - 14 Shaft property damage of R120 million

R million	Jun-2016	Jun-2015	% change
Sales	35 932	32 477	11
Cost of sales	(35 928)	(30 847)	(17)
Gross profit	4	1 630	(100)
Gross margin (%)	-	5.0	(100)
Impairment / scrapping	(413)	(6 284)	
Loss before tax	(600)	(4 356)	86
Profit	(43)	(4 139)	99
HEPS (cps)	12	36	(67)



### Sales revenue

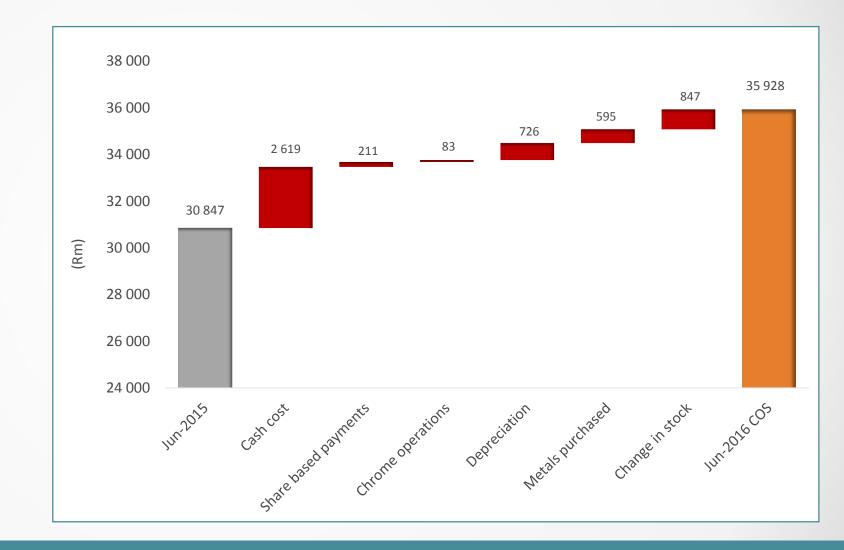
- Revenue up by R3.45 billion:
  - Higher volumes
  - Lower dollar metal prices
  - Weaker exchange rate





### Cost of sales movement

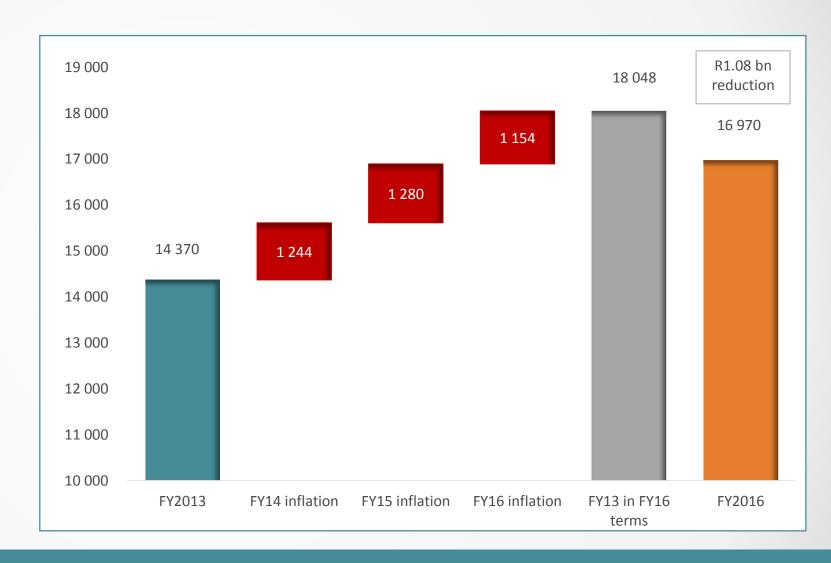
- R5.1 billion increase in cost of sales impacted by:
  - Low 2015 base
    - Build-up after industrial action at Impala
    - Temporary closure of Bimha
  - 2016 increase in production volumes
  - Normalised cash costs up 6.1%





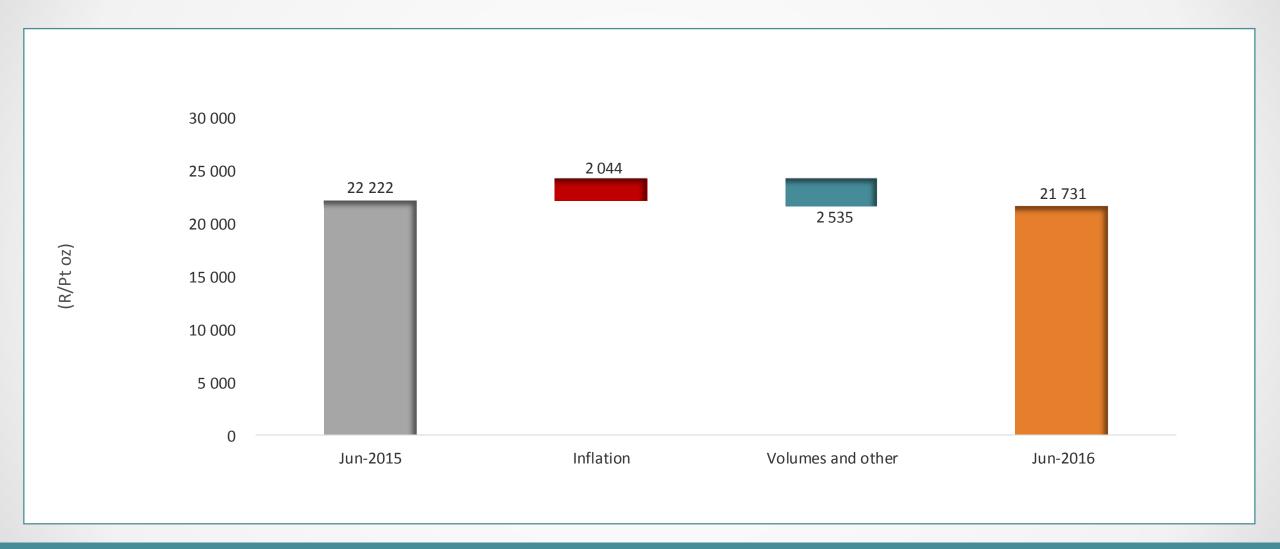
### **Cost savings – South African operations**

- Cost reduction of R1.4 billion for the group
  - R1.1 billion at South African operations
  - R300 million at Zimplats
- Consumable inflation of 2.4% which compares to CPI of 5.6%
- Quantity reductions
- Head count reduced assisted by
  - Production employees from 14 Shaft transferred to build-up shafts





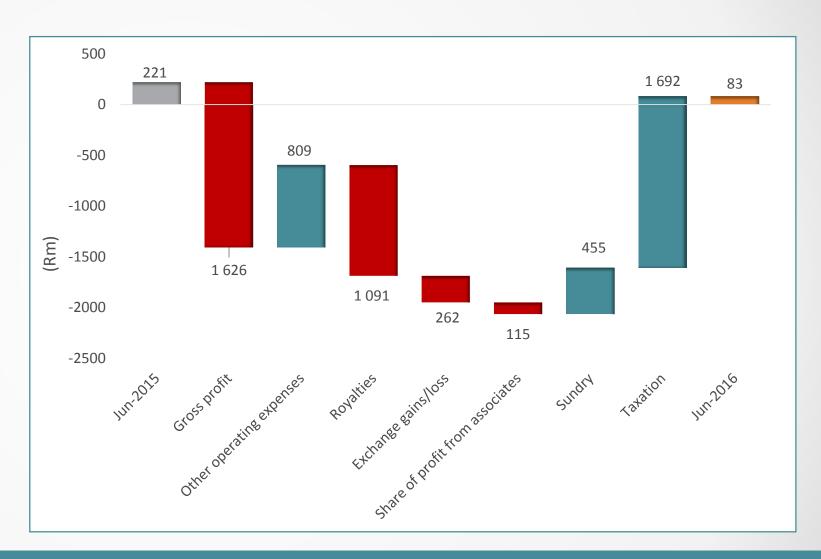
# Implats group unit cost





## **Headline earnings movement**

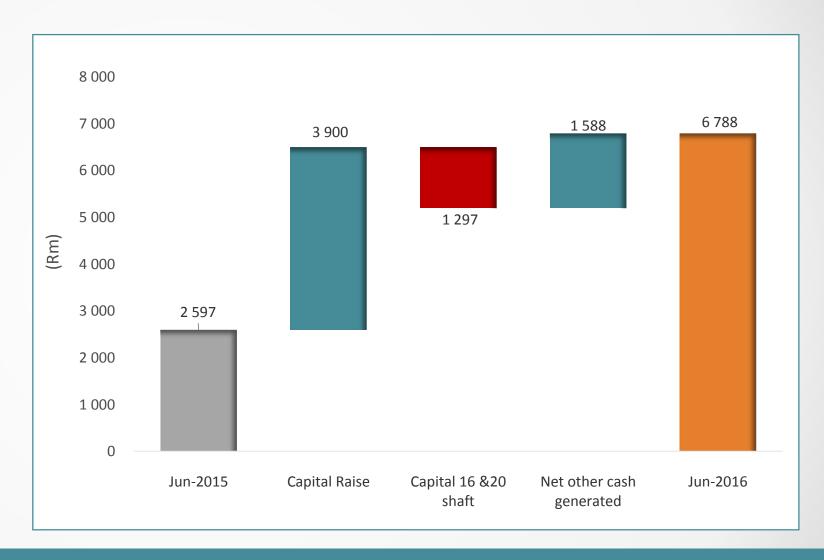
- Higher royalties:
  - Zimplats royalty correction in FY2015 (R1.2billion)
  - 2016: higher production and revenues
- Lower tax expense:
  - 2015 : Extra Zimplats tax R913 million (court case)
  - 2016: Reduced by tax shield on debtor write down
- Headline earnings down by 62% to R83 million





## Movement in gross cash position

- Balance sheet strengthened through the R4 billion equity raise before expenses
- Total capital expenditure of R3.6 billion includes
  - 16 and 20 Shafts spend which amounted to R1.3 billion
  - Balance covered by operating cash flow





### **Net debt**

- Net cash of R19 million at 30 June 2016 excluding leases
- Available
  - R6.8bn, cash
  - Undrawn facilities of R4.0bn
- Currently:
  - Facilities increased to R4.75bn
  - Facilities of R4.0 billion in place until 2021

Jun-2016	Jun-2015	% change
6 788	2 597	161
(5 423)	(4 812)	(13)
1 137	630	81
(882)	(881)	
(1 601)	(998)	(60)
(6 769)	(6 061)	(12)
19	(3 464)	101
-	6.6%	
	6 788 (5 423) 1 137 (882) (1 601) (6 769) 19	6 788 2 597 (5 423) (4 812) 1 137 630 (882) (881) (1 601) (998) (6 769) (6 061) 19 (3 464)









### **Overview**

The global macro economic picture remains uncertain

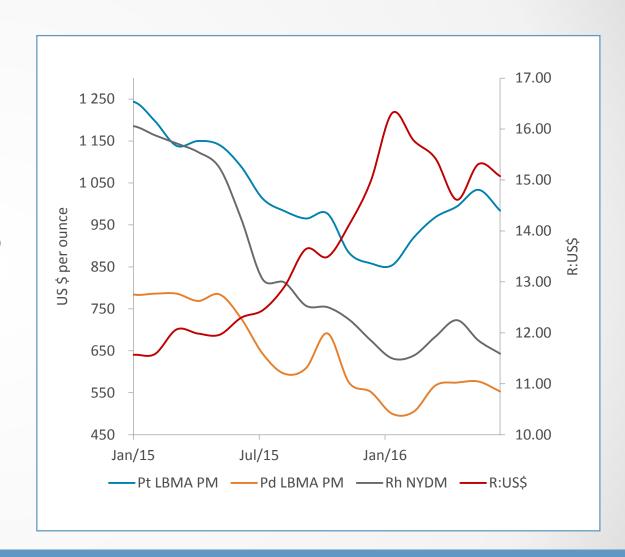
- Continued growth downgrades by the IMF
- Baseline projection of 3.1% global growth in 2016
- Brexit vote will impact further

Demand for PGMs remains healthy, while primary supply continues to be at risk as mining capital investment continues to be cut in a low price environment

Platinum and palladium markets remained in a fundamental deficit in 2015

#### PGM prices

- Both platinum and palladium prices tracked macroeconomic factors rather than demonstrating the metals' fundamentals
- The rand dollar exchange rate depreciated 23% over FY2016 providing some relief to cash constrained producers





### **Vehicle sales**

#### 2015 was another positive year

• 1.8% growth

#### Global growth forecast of 2.4%

- Major Contributors include:
  - US, WE, China and India
- Minor Detractors to consider:
  - Japan, South America and Russia

#### Diesel sales remain robust

- Key aspect of automakers' CO<sub>2</sub> strategy
- Issues around "cheat devices" have served to tighten emission test protocols potentially boosting PGM demand

#### World Light-duty vehicle sales by region

	2016 Forecast Growth (%)	2016 Forecast (millions)	2015 Actual (millions)
North America	2	17.8	17.4
Western Europe	5	13.9	13.2
China	6	22.5	21.2
Japan	(10)	4.6	5.1
Rest of the World	1	31.5	31.2
	2.4	90.2	88.1



### **The Automotive Market**

#### **Electric Vehicles**

- EV shares for most automakers are expected to increase over the next few years
- Significant differences according to automakers' views on their best route to lower CO<sub>2</sub> emissions
- By 2023, global Electric Vehicles are estimated to account for 8.2% of sales, of which non-PGM loaded
  - Pure battery electric vehicles (BEV) will only be 1.5%

#### Barriers stand in the way of substantial BEV sales

Consumers are not responding (only about 1 in 300 are currently buying BEVs)

#### Palladium demand is unsustainable

- The continued and growing preference for palladium over platinum in gasoline catalysts and the substitution of platinum with palladium in diesel catalyst systems remains a concern
  - Some gasoline emissions systems palladium to platinum ratio of 7:1 and higher
  - Global supply is at a ratio of around 1.2: 1 palladium to platinum
- Absent a reversion to higher platinum loadings, this is clearly not sustainable



## **Platinum jewellery**

Global platinum jewellery sales accounted for 3.025 million ounces in 2015

China: -4%

■ India: +24%

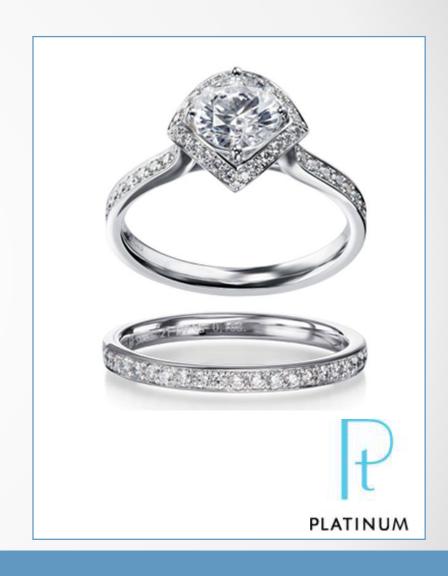
■ Japan: +2.7%

■ USA: +10%

PGI's strategic partners significantly outperform the market

We continue to support PGI's marketing efforts with the aim of:

- Arresting market declines in China and stimulating renewed growth
- Grow the Indian (24%), Japanese (1 to 2%) and USA (5 to 7%) markets





### **Investment**

H1 2016 Global ETFs - relatively small moves

➤ Platinum -40 koz

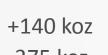
➤ Palladium -130 koz

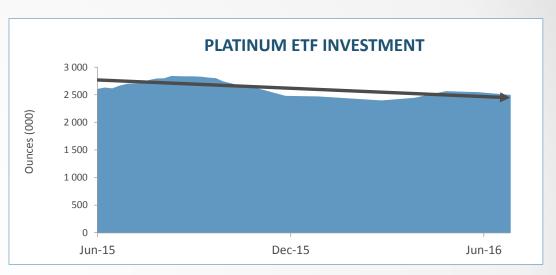
Divergent Investor Views on Platinum and Palladium

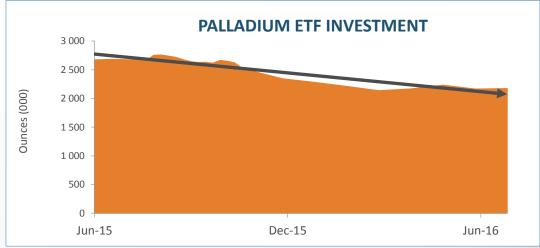
H1 2016 Speculative market (NYMEX, TOCOM)

→ Platinum +140 koz

➤ Palladium -375 koz









#### **Investment**

Japanese small Pt bars sales continued to perform well in H1 2016

✓ Platinum +325 koz

We continue to support the World Platinum Investment Council (WPIC) efforts in:-

- Stimulating investor demand for physical platinum
- Market development with JV partners
  - Rand Merchant Bank Bullion Coin Custodial Certificate
  - Valcambi bar and coin availability
  - BullionVault addition of platinum to their on-line global exchange
  - Mitsubishi platinum ETF
  - Bullion Merchants Association (BMA) (Singapore)
    - expand Asian markets





## Supply and demand

#### Fundamental demand demonstrates continued growth

#### 2016 platinum to remain in fundamental deficit

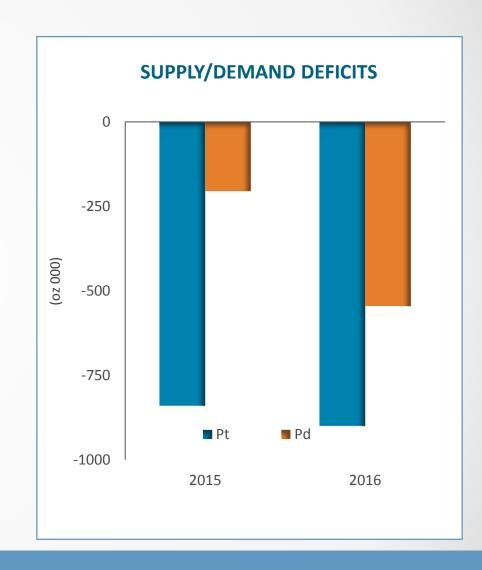
- Automotive and Industrial
- Marginal planned supply increases may well not be realised
- Recycling rebound will not be sufficient to cover deficits

#### 2016 palladium to remain in fundamental deficit

- Automotive
- Supply (ex Russia)

#### 2016 rhodium to remain in fundamental surplus

- Automotive
- Supply





### The PGM market outlook

#### The market may have bottomed

- Liquid surface stocks will continue to cover fundamental deficits for the remainder of 2016
  - Expectation for "lower-for-longer" rand basket prices remains
  - Stocks are increasingly being eroded
- Increasing automotive demand supported by ever-tightening emissions regulations around the globe
- Continued operational challenges in South Africa, further compounded by ongoing cuts to mining capital investment will curtail supply

Demand growth, combined with faltering supply, will drive higher rand PGM basket prices in the longer-term





### Outlook

- Remain resolute in achieving zero harm goals
- Fundamental deficits in PGMs will have a positive effect on PGM prices in the medium to long-term
- Implats will continue its cash preservation initiatives and its drive to enhance productivity and profitability
  - Continue to invest in and prioritise value enhancing capital projects to position the group well for the future
  - Restore Impala Rustenburg to its full potential
- Production estimates
  - Impala is expected to produce between 700 000 to 710 000 ounces of platinum in 2017
    - Repair to 14 Shaft will have production impact of 45 000 ounces of platinum
    - Build up to 830 000 ounces of platinum by 2020
  - Guidance for other operations remains unchanged
    - Zimplats 260 000 platinum ounces in matte
    - Marula, Two Rivers and Mimosa will produce 90 000, 175 000 and 115 000 platinum ounces in concentrate respectively
- Unit costs are expected to be approximately R21 300 per platinum ounce in 2017
- Capital expenditure should be contained to R4.4 billion in 2017



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30 June 2016

Distinctly Platinum

1 September 2016