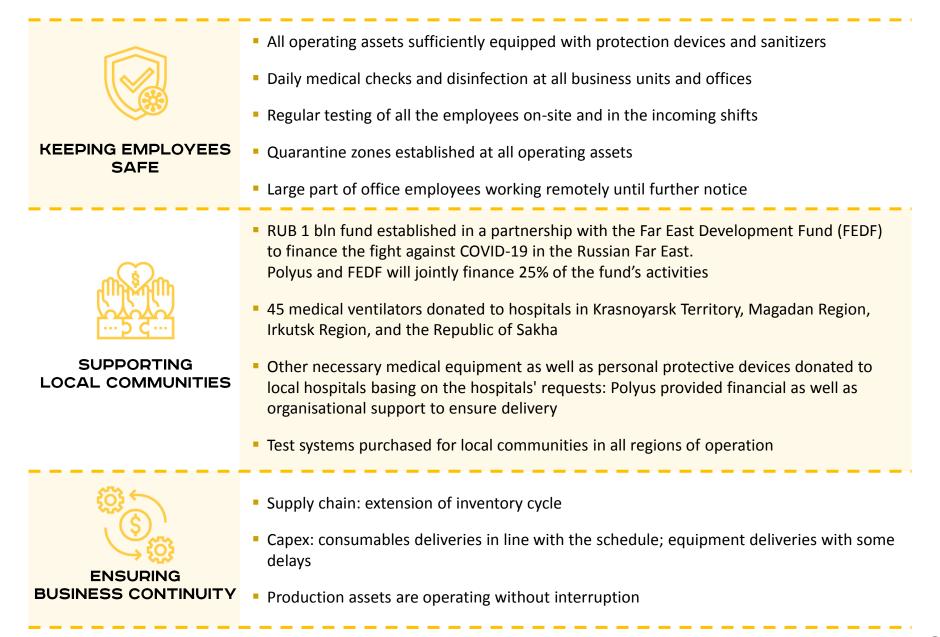


# 1Q 2020 FINANCIAL RESULTS

**JUNE 2020** 

# **COVID-19: OUR RESPONSE**







# **KEY HIGHLIGHTS**

- The Company completed a broad-based testing campaign for COVID-19.
- The employees and subcontractors at Olimpiada who received positive test results for the virus were:
  - isolated on-site with no or minor symptoms, with temporary isolation centers set up;
  - transferred to regional hospitals with moderate or severe symptoms to receive required medical assistance.
- The strict controls were put in place to minimize the possibility of any further spreading of the virus.
- Supply chain:
  - no disruption of consumables delivery;
  - consumables shipment accelerated to ensure the safety of operations;
  - no interruption to the equipment and spares deliveries from Russia and China, while deliveries from Europe and USA have been seriously affected.
- The work of the third party contractors at our key projects has been impacted:
  - drilling operations were negatively affected that could lead to delays in exploration program;
  - work of international engineering companies has been affected, which could lead to the extension of deadlines for the feasibility studies of development projects. That said, feasibility study results for Blagodatnoye Mill-5 have been postponed to 2H 2020.
- Polyus continues applying significant effort to ensure continuity of operations and on-schedule project execution, while assessing potential risks on a daily basis.



	2020F	UPDATE	
GOLD PRODUCTION	CA. 2.8 MOZ	MODEST RISK, A FURTHER UPDATE TO BE PROVIDED AT 2Q20 TRADING UPDATE	
TCC*	\$400/0Z - \$450/0Z	INTACT	
CAPEX*	\$700 MLN - \$750 MLN	INTACT	

\*Macro assumptions: USD/RUB of 60, a gold price of \$1,200/oz



# 1Q 2020 KEY HIGHLIGHTS



TCC, \$/0Z	EBITDA, \$MLN	CAPEX, \$MLN
394	589	124
16% Q-O-Q	🕂 33% Q-O-Q	🖊 44% Q-O-Q

FREE CASH FLOW <sup>1</sup> , \$MLN	NET DEBT <sup>2</sup> , \$MLN	NET DEBT <sup>2</sup> / EBITDA (LTM) RATIO
260	3,056	1.1X
🖊 42% Q-O-Q	🗣 6% Q-O-Q	₽ 8% Q-O-Q

# FINANCIAL PERFORMANCE



	1Q 2020	4Q 2019	Q-o-Q	1Q 2019	Y-o-Y
Gold production (doré) (koz)	660	714	(8%)	656	1%
Gold production (refined) (koz)	595	804	l (26%) I	601	(1%)
Average realised refined gold price excl. SPPP (\$/oz)	1,592	1,482	7%	1,308	22%
Average realised refined gold price incl. SPPP) (\$/oz)	1,592	1,482	7%	1,308	22%
					I
Total cash cost (TCC) (\$/oz)	394	341	16%	358	10%
All-in sustaining cash cost (AISC) (\$/oz)	684	576	19%	589	16%
					1
Total revenue (\$mln)	872	1,287	(32%)	751	16%
Adjusted EBITDA (\$mln)	589	883	l (33%) I	488	21%
Adjusted EBITDA margin (%)	68%	69%	(1) ppts	65%	3 ppts
Adjusted net profit (\$mln)	486	520	(7%)	243	100%
					I
Net cash generated from operations (\$mln)	544	682	(20%)	438	24%
Capital expenditure (\$mln)	124	220	(44%)	99	25%

# NET DEBT<sup>2</sup> (\$MLN) AND NET DEBT<sup>2</sup>/ADJUSTED EBITDA (LTM) RATIO

3,555	3,665	3,393	3,253	3,056
1.8	1.7	1.5	1.2	1.1
1Q'19	2Q'19	3Q'19	4Q'19	1Q'20
FREE CASH FLOW G	ENERATION <sup>1</sup> , \$MLN		452	
221	219	303		260
1Q'19	2Q'19	3Q'19	4Q'19	1Q'20

<sup>1</sup> Free cash flow is presented on a levered basis

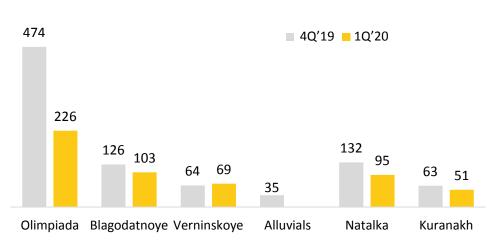
<sup>2</sup> Inc. derivatives



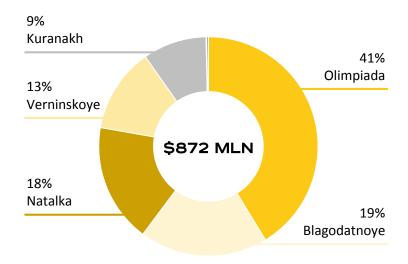
# **1. OVERVIEW**



### **1Q 2020 SALES BY MINE DYNAMICS, KOZ**



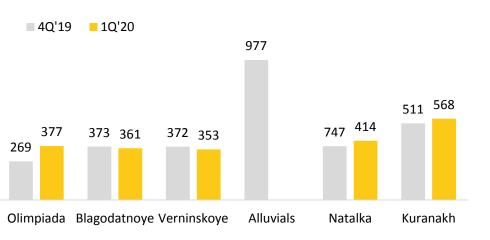
### 1Q 2020 REVENUE BREAKDOWN BY MINE, %



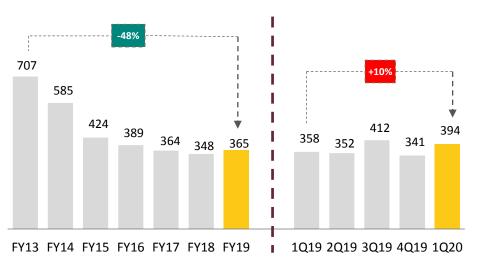
- In 1Q'20, the group's revenue from gold sales amounted to \$861 mln, a 33% decrease q-o-q.
- Gold sales totalled 544 koz, a 39% decrease q-o-q, driven by lower volumes of refined gold output from Olimpiada, Blagodatnoye, Natalka and Kuranakh as well as a seasonal slowdown in production at Alluvials.
- At Olimpiada, Blagodatnoye and Natalka, a decrease in refined gold volumes mainly reflects changes in gold in inventory at the refinery.
- In addition, a decline in flotation concentrate sales to 11 koz, compared to 172 koz in 4Q'19, also resulted in lower gold sales volumes during the period. This was primarily due to shipment schedule and negotiations with off-takers over the improved pricing terms for the current year, which took place in the first quarter.



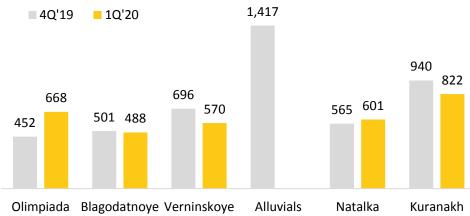
#### TCC DYNAMICS BY MINES, \$/OZ



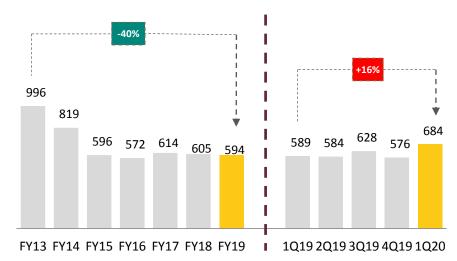
TCC DYNAMICS IN 2013 - 1Q 2020, \$/0Z



#### AISC DYNAMICS BY MINES, \$/OZ

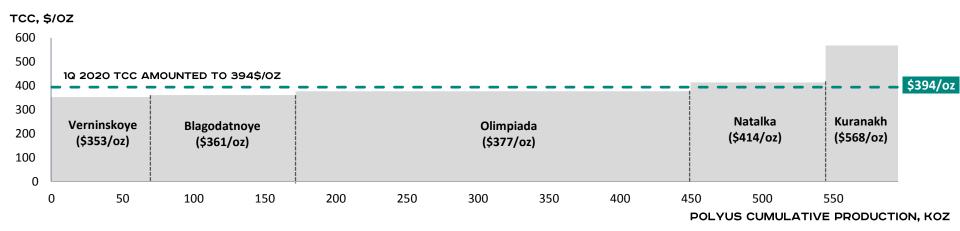


# AISC DYNAMICS IN 2013 - 1Q 2020, \$/0Z





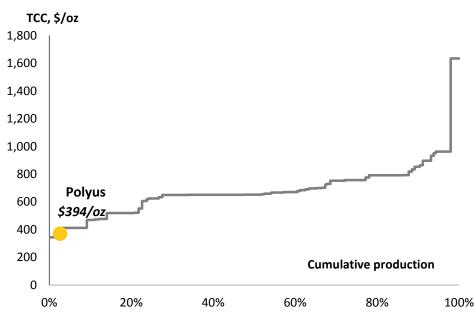
### POLYUS' TCC CURVE IN 1Q 2020



# HIGHLIGHTS

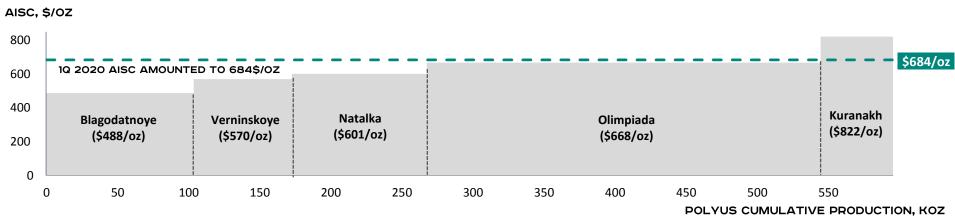
- In 1Q'20, the group's TCC increased to \$394/oz compared to \$341/oz in the previous quarter.
- This reflects the lower average grade in the ore processed at Olimpiada following a temporary decline in average grades in ore mined and a decline in the share of lower cost flotation concentrate in total gold sold during the quarter.
- The absence of sales of antimony-rich flotation concentrate in 1Q'20, resulting in a zero by-product credit, also negatively impacted the group's TCC.
- These factors were partially offset by the local currency depreciation and a seasonal downscale of the alluvial operations.

## GLOBAL TCC CURVE<sup>1</sup>



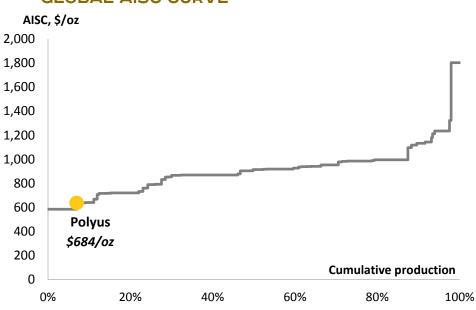


### POLYUS' AISC CURVE IN 1Q 2020



# HIGHLIGHTS

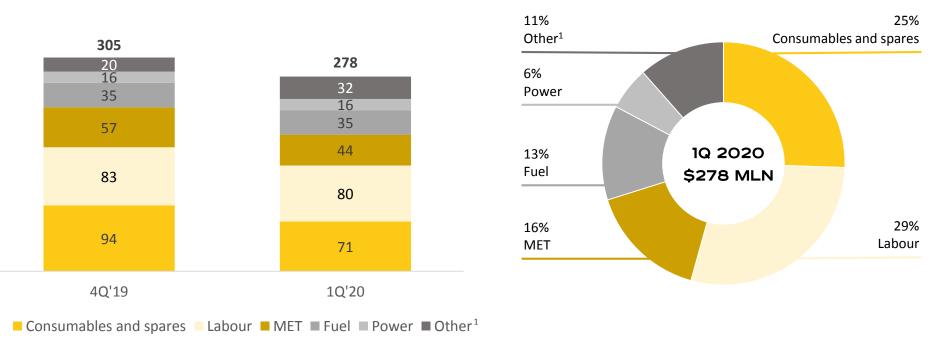
- In 1Q'20, the group's AISC increased to \$684/oz, up 19% reflecting
  - higher TCC per ounce for the period
  - higher SG&A expenses per ounce due to lower sales volumes.
- Meanwhile, AISC at Blagodatnoye, Verninskoye and Kuranakh decreased q-o-q driven by lower sustaining capital expenditures during the period.



# GLOBAL AISC CURVE<sup>1</sup>



# CASH OPERATING COSTS BREAKDOWN BY ITEM, \$ MLN



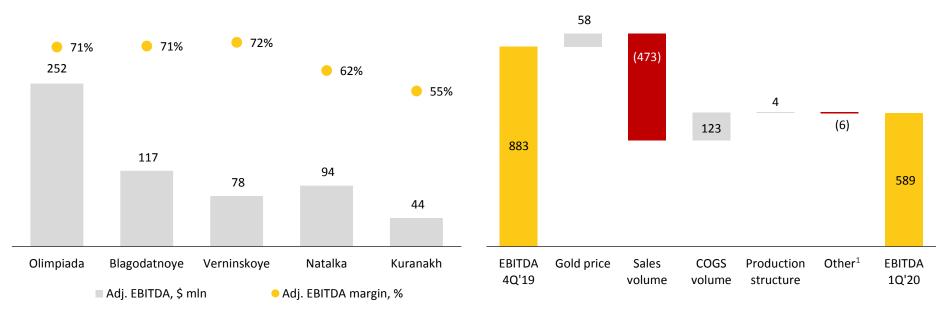
- In 1Q'20, consumables and spares expenses decreased by 24% q-o-q as a result of downscale of activities at Alluvials and the seasonal stoppage of the heapleaching operations at Kuranakh.
- Labour costs decreased by 4% q-o-q due to Alluvials.
- Power and fuel costs remained flat q-o-q.
- A quarterly decrease in the group's MET expenses was driven by lower sales volumes of flotation concentrate compared to 4Q'19 and aforementioned factors related to the alluvial operations.

# ADJUSTED EBITDA PERFORMANCE



## 1Q 2020 ADJ. EBITDA AND ADJ. EBITDA MARGIN

ADJ. EBITDA BRIDGE, \$ MLN

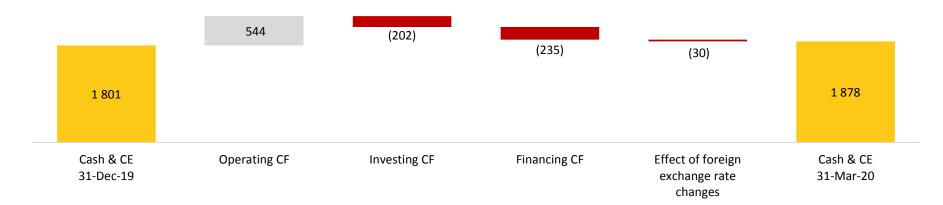


- In 1Q'20, the group's adjusted EBITDA amounted to \$589 mln, a 33% decrease compared to \$883 mln in the previous quarter.
- The decrease was driven by lower gold sales volumes over the period.

# CASH FLOW DYNAMICS



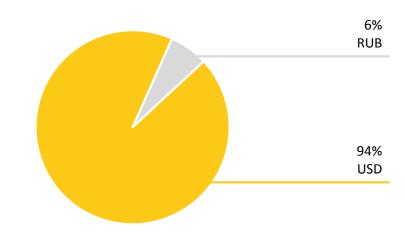
# CASH FLOW BRIDGE, \$ MLN



# **1Q 2020 HIGHLIGHTS**

- Net cash generated from operations amounted to \$544 mln compared to \$682 mln in the 4Q'19, due to lower sales volumes in the reporting period.
- Net cash utilised in investing activities increased to \$202 mln compared to \$194 mln in the previous quarter, as lower capex spending during the period was offset by \$28 mln of cash paid for the stake in SL Gold.
- Net cash utilised in financing activities totalled \$235 mln.

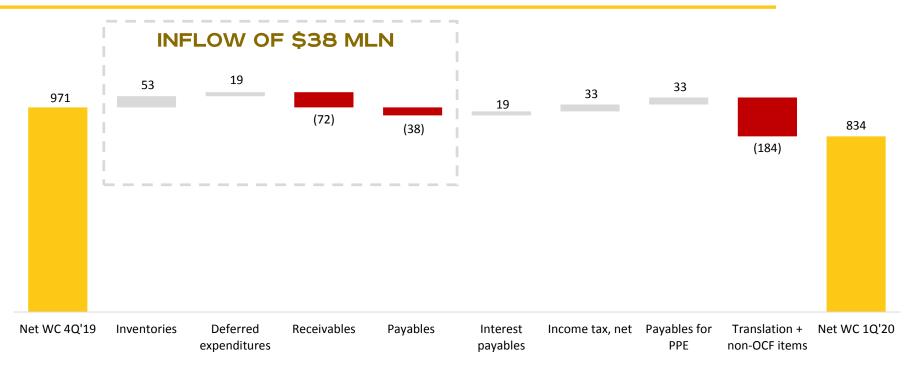
# CASH & CE BREAKDOWN BY CURRENCY



 The group's cash position is primarily denominated in USD

# NET WORKING CAPITAL DYNAMICS





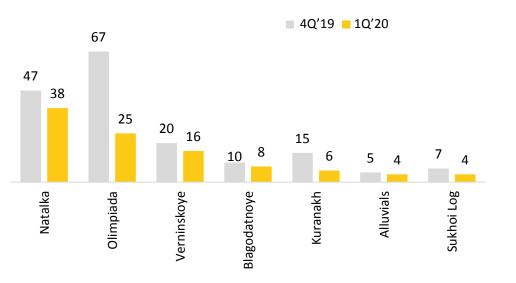
- Polyus registered a working capital release of \$38 mln.
- This figure primarily reflects a decrease in trade receivables related to sales of merchant gold containing flotation concentrate and an increase in payables related to stocks of fuel, reagents and spares.
- However, this was partially offset by an increase in the amount of gold in inventory at the refinery and an inventory accumulation of ore stockpiles at Blagodatnoye, Natalka and Verninskoye as well as an increase of the flotation concentrate inventory.

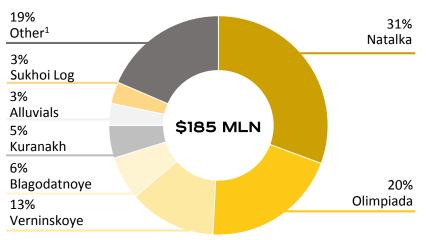
# CAPEX ANALYSIS



#### 1Q 2020 CAPEX BY MINE DYNAMICS, \$ MLN

#### 1Q 2020 CAPEX BREAKDOWN BY MINE, %





In 1Q'20, capex decreased to \$124 mln, from \$220 mln in 4Q'19, reflecting lower spending across all business units.

- Polyus progressed with the construction of auxiliary infrastructure at the Natalka Mill. To further improve recovery rate at Natalka, Polyus is currently proceeding with the installation of the first Outotec flotation machine.
- At Olimpiada, the Company started exploration, hydrogeological and geomechanical drilling activities at the deep levels of the Vostochnyi pit. Also, Polyus continued to upgrade and expand its existing BIO units.
- At Verninskoye, the Company proceeds with the mill's throughput expansion to 3.5 mtpa.
- At Blagodatnoye, the Company fully ramped up the Jameson Cell flotation unit at Mill No. 4, targeting further recovery improvement. Separately, Polyus is now proceeding with the Feasibility Study for the construction of a new mill (Mill No. 5).

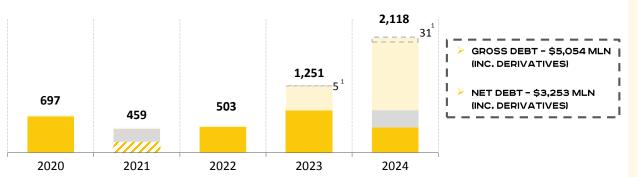
# 2. FINANCIAL POSITION REVIEW



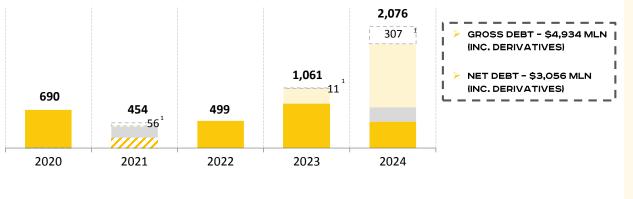




# MATURITY SCHEDULE AS OF 31-DEC-19, \$MLN



# MATURITY SCHEDULE AS OF 31-MAR-20, \$MLN



Eurobonds Z Convertibles RUB bonds Bank loans Cross currency swaps

**RECENT HIGHLIGHTS** 

- Gross debt, decreased to \$4,934 mln, compared to \$5,054 mln in the previous quarter.
- The estimated net debt position, decreased to \$3,056 mln (31 Dec. 2019: \$3,253 mln).
- The group's liabilities under cross currency and interest rate swaps related to RUB-denominated bank credit facilities and rouble bonds totalled approximately \$373 mln as of the end of the first quarter.
- In April 2020, the Company repaid the Eurobonds with principal amount of \$677 mln at the scheduled maturity date from its own cash.
- In May 2020, the Company completed the early redemption of the \$186 mln convertible bonds due 2021.

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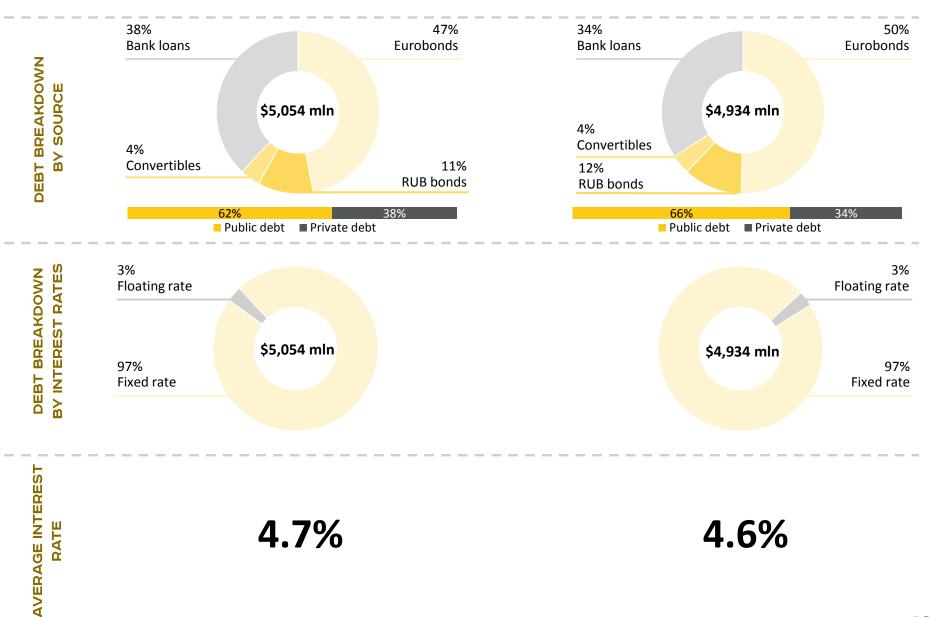
<sup>1</sup>*Payments under cross currency swaps, including interest gain and exchange of notional amount* 

The breakdown is based on actual maturities and excludes \$50 min of banking commissions and deduction of convertion option component of convertible bonds and the lease liabilities recognised under IFRS 16 as of 31 December 2019 in amount of \$80 mln.

AS OF 31 DECEMBER 2019



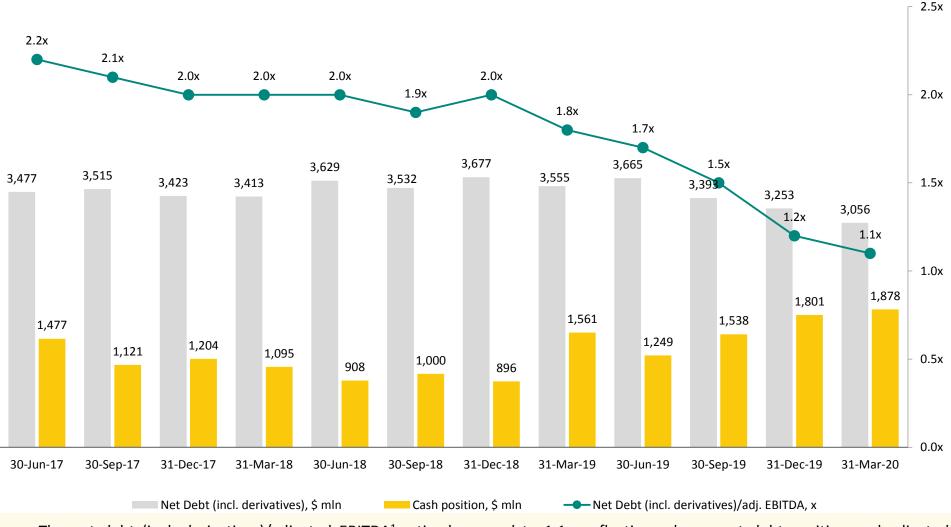
#### AS OF 31 MARCH 2020



# NET DEBT POSITION



#### NET DEBT & CASH EVOLUTION



 The net debt (incl. derivatives)/adjusted EBITDA<sup>1</sup> ratio decreased to 1.1x, reflecting a lower net debt position and adjusted EBITDA growth.

<sup>1</sup>The net debt/adjusted EBITDA ratio of PJSC Polyus for the last 12 months

Net debt includes assets and liabilities under cross-currency and interest rate swaps related to RUB-denominated bank credit facilities