





# **KEEPING EMPLOYEES SAFE**

- All operating assets sufficiently equipped with personal protection equipment and sanitizers
- Daily medical checks and disinfection conducted at all business units and offices
- Regular testing of all the employees on-site and in the incoming shifts organized
- Quarantine zones established at all operating assets
- Coronavirus awareness campaign launched covering all company staff and subcontractors



# **HELPING COMMUNITIES**

- RUB 1 bln fund established in a partnership with the Far East Development Fund (FEDF) to finance the fight against COVID-19 in the Russian Far East. Polyus and FEDF jointly finance 25% of the fund's activities.
- 65 medical ventilators, 3 CT scanners, other equipment, pharmaceuticals, PPE, test kits, remotesensing thermometers donated to hospitals in Krasnoyarsk Territory, Magadan Region, Irkutsk Region, and the Republic of Sakha.
- Regional hospitals refurbishment facilitated



1H 2020

# **COVID-19 EXPENSES**

\$ 5	6 mln		facilities					
\$ !	9 mln	<b>\$ 50 mln</b> \$ 4 mln	Construction     of temporary accommodation     facilities					
\$ :	19 mln*	\$ 15 mln*	Staff expenses  • \$ 19 mln + \$ 15 mln – operating additional staff expenses related to extended working shifts • \$ 11 mln + \$10 mln – other					
\$ :	11 mln	\$ 10 mln	additional labour expenses (inc. in WC and stripping expenses)					
\$ ;	5 17 mln*	\$ 21 mln*	<ul> <li>PPE procurement and charity</li> <li>Regional hospitals refurbishment</li> <li>Ca. 6.3 mln masks and other individual protective devices</li> <li>More than 1.3 mln individual sanitizers</li> <li>380 th. test kits</li> <li>Ca. 2.7 th. units of medical equipment</li> </ul>					

**3Q 2020** 

<sup>\*</sup> The expenses associated with COVID-19 and recognised as part of Cost of gold sales were excluded from both TCC and AISC calculation.



	2020F	UPDATE		
GOLD PRODUCTION	CA. 2.8 MOZ	INTACT		
TCC*	\$400/OZ - \$450/OZ	\$375/OZ - \$425/OZ		
CAPEX*	\$700 MLN - \$750 MLN	INTACT		

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



## **3Q 2020 KEY HIGHLIGHTS**

PRODUCTION, KOZ

771

1

12% Q-O-Q

GOLD SALES, KOZ

772

1

15% Q-O-Q

REVENUE, \$MLN

1,454



26% Q-O-Q

TCC, \$/0Z

369



9% Q-O-Q

EBITDA, \$MLN

1,103



28% Q-O-Q

CAPEX, \$MLN

130



2% Q-O-Q

FREE CASH FLOW<sup>1</sup>, \$MLN

720



61% Q-O-Q

NET DEBT<sup>2</sup>, \$MLN

2,299



8% Q-O-Q

NET DEBT<sup>2</sup>/ EBITDA (LTM) RATIO

**0.7X** 



13% Q-O-Q

 $<sup>^{1}</sup>$  Free cash flow is presented on a levered basis

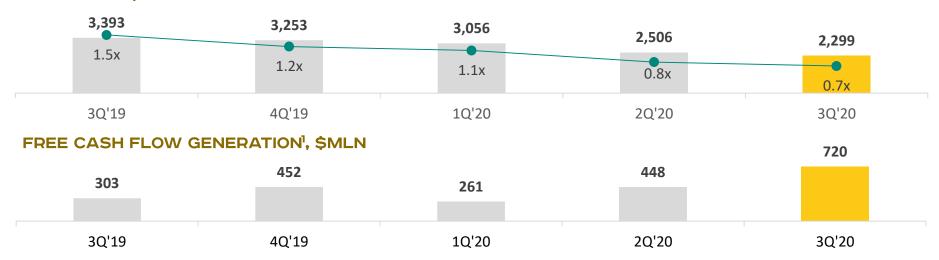
<sup>&</sup>lt;sup>2</sup> Inc. derivatives

# FINANCIAL PERFORMANCE



	3Q 2020	2Q 2020	Q-0-Q	3Q 2019	Y-0-Y	9M 2020	9M 2019	Y-0-Y
Gold production (doré) (koz)	770	712	8%	770	0%	2,143	2,132	0%
Gold production (refined) (koz)	771	690	12%	753	2%	2,056	2,037	1%
Weighted-average refined gold selling price, \$/oz	1,907	1,723	11%	1,482	29%	1,755	1,372	28%
Total cash cost (TCC) (\$/oz)	369	340	9%	412	(10%)	366	376	(3%)
All-in sustaining cash cost (AISC) (\$/oz)	571	568	1%	628	(9%)	601	602	0%
Total revenue (\$mln)	1,454	1,157	26%	1,070	36%	3,483	2,718	28%
Adjusted EBITDA (\$mln)	1,103	860	28%	705	56%	2,552	1,797	42%
Adjusted EBITDA margin (%)	76%	74%	2 ppts	66%	10 ppts	73%	66%	7 ppts
Adjusted net profit (\$mln)	771	485	59%	459	68%	1,742	1,067	63%
Net cash flow from operations (\$mln)	955	652	46%	603	58%	2,151	1,492	44%
Capital expenditure (\$mln)	130	127	2%	157	(17%)	381	410	(7%)

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



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

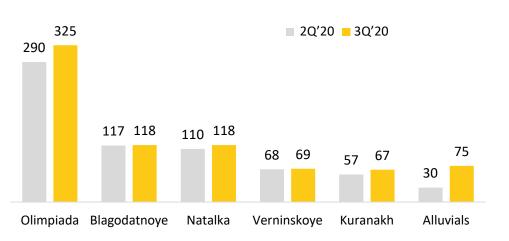
<sup>&</sup>lt;sup>2</sup> Inc. derivatives



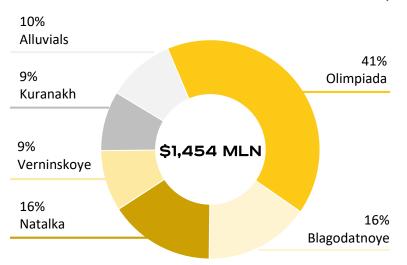
#### **REVENUE ANALYSIS**



#### **3Q 2020 SALES BY MINE DYNAMICS, KOZ**



#### 3Q 2020 REVENUE BREAKDOWN BY MINE, %

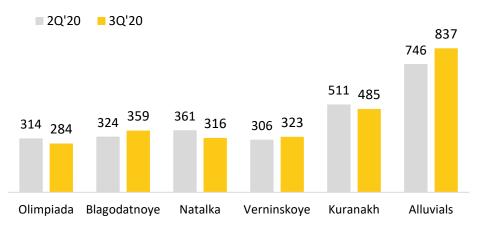


- In 3Q'20, the group's revenue from gold sales amounted to \$1,444 mln, a 26% increase q-o-q.
- Gold sales totalled 772 koz, a 15% increase compared to the previous quarter, was driven by seasonally higher production volumes at Alluvials as well as increased refined gold production volumes across almost all hard-rock deposits.
- In addition, an increase in sales of flotation concentrate to 70 koz, compared to 26 koz in 2Q'20, also resulted in higher gold sales volumes during the period.
- At the same time, the average realised refined gold price was 11% higher compared to 2Q'20, at \$1,907/oz.

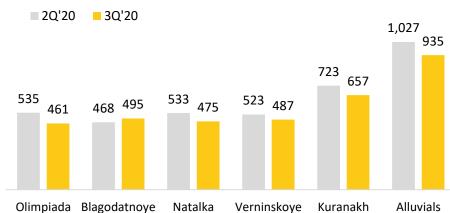
#### TCC & AISC PERFORMANCE



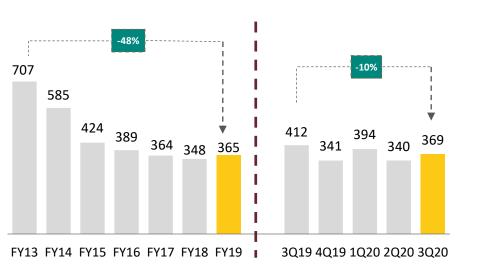
# TCC DYNAMICS BY MINES, \$/OZ



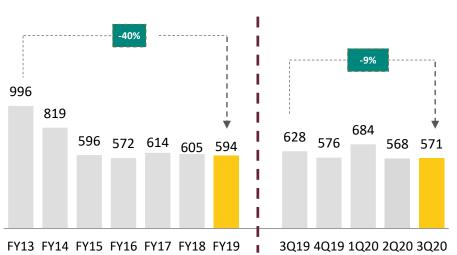
# AISC DYNAMICS BY MINES, \$/OZ



# TCC DYNAMICS IN 2013 - 3Q 2020, \$/OZ



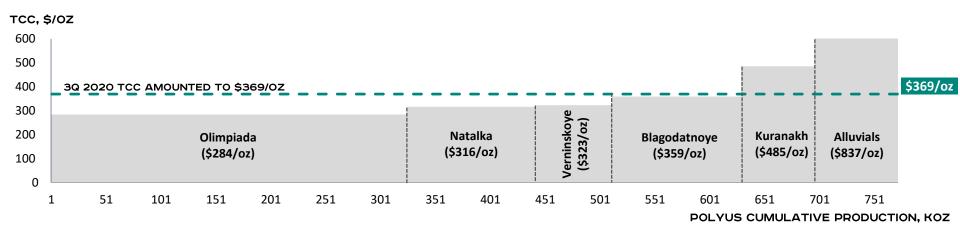
# AISC DYNAMICS IN 2013 - 3Q 2020, \$/0Z



# **POLYUS' TCC CURVE**



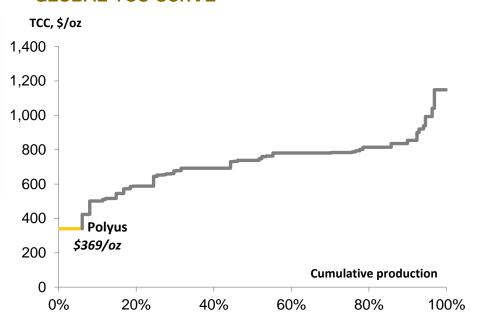
#### POLYUS' TCC CURVE IN 3Q 2020



#### **HIGHLIGHTS**

- In 3Q'20, the group's TCC increased by 9% q-o-q to \$369/oz.
- This reflects the following factors
  - the seasonal increase in output at the structurally higher-cost alluvial operations
  - higher MET expenses, driven by the increase in average realised gold price.

#### GLOBAL TCC CURVE1

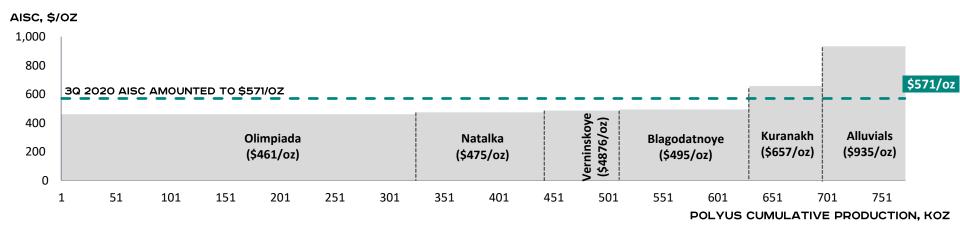


9

# **POLYUS' AISC CURVE**



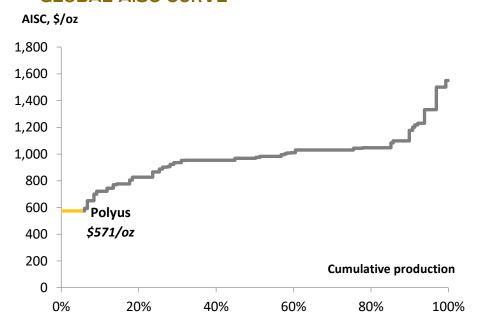
#### POLYUS' AISC CURVE IN 3Q 2020



#### **HIGHLIGHTS**

- In 3Q'20, the group's AISC remained broadly flat at \$571/oz.
- Higher TCC per ounce was predominantly offset by lower stripping expenses and lower sustaining capital expenditures during the reporting period.

# GLOBAL AISC CURVE1

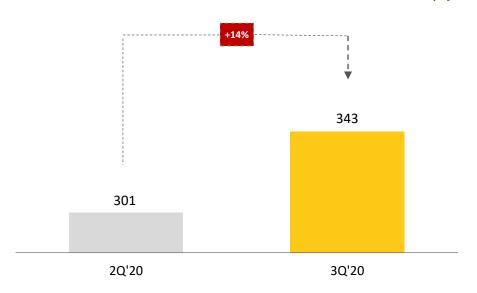


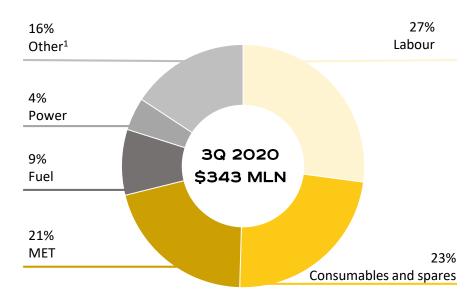
<sup>1</sup> Source: Metals Focus

10



#### CASH OPERATING COSTS BREAKDOWN BY ITEM, \$ MLN



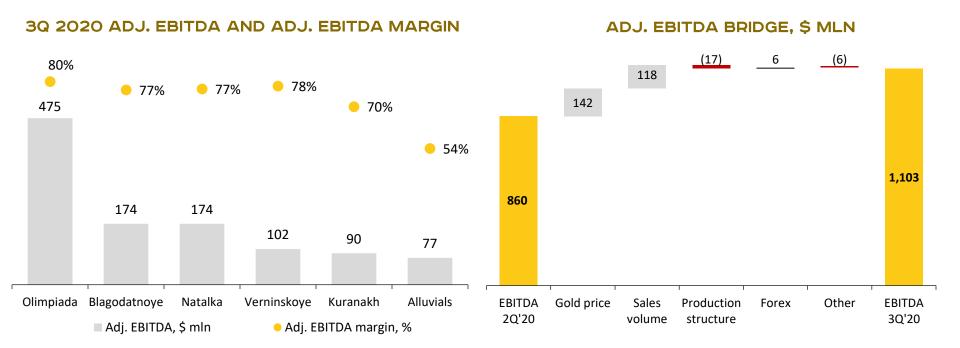


- In 3Q'20, cash operating costs increased by 14% q-o-q to \$343 mln.
- Consumables and spares increased by 11% q-o-q due to seasonally higher production volumes at Alluvials and higher consumptions of reagents at Olimpiada.
- Employee compensation expenses (exc. additional expenses related to Covid-19) increased by 12% q-o-q. This mainly reflects the aforementioned factors related to the alluvial operations.
- The group's MET expenses increased by 31% q-o-q. This reflects higher average gold prices and sales volumes of flotation concentrate during the period as well as increase in production volumes of gold dore during the reporting period.
- Fuel costs increased by 11% q-o-q due to the active phase of the washing season at Alluvials.
- Power costs remained flat quarter-on-quarter.

<sup>&</sup>lt;sup>1</sup> Other costs include outsourced mining services, refining, logistics and costs on explosives. Other costs also include \$15 million of Covid-19 expenses related to employee compensation in the third quarter of 2020.

#### ADJUSTED EBITDA PERFORMANCE



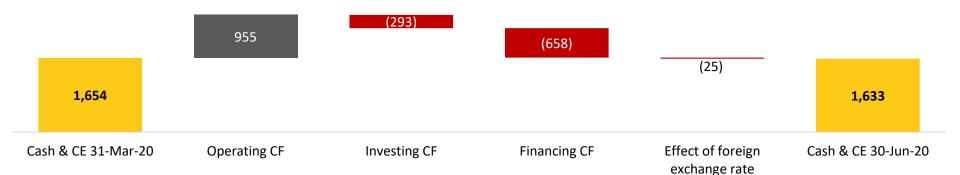


- In 3Q'20, the group's adjusted EBITDA amounted to \$1,103 mln, a 28% increase compared to \$860 mln in the previous quarter.
- This was driven by higher gold sales volumes and higher gold prices over the period.

#### **CASH FLOW DYNAMICS**



# CASH FLOW BRIDGE, \$ MLN

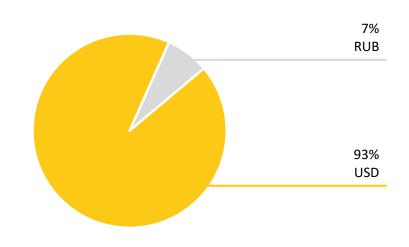


#### **3Q 2020 HIGHLIGHTS**

- Net cash generated from operations was \$955 mln, compared to \$652 mln in 2Q'20, due to higher sales volumes and average gold sales price in the reporting period.
- Net cash utilised in investing activities increased to \$293 mln compared to \$162 mln in 2Q'20, due to acceleration of the buy-out of LLC "RT Business Development" participation interest in SL Gold for the total amount of \$128 mln.
- Net cash utilised in financing activities totalled \$658 mln, representing the payment of \$431 million of dividends for 2H 2019 and repayment of \$150 million bank loans in advance of maturity.

#### CASH & CE BREAKDOWN BY CURRENCY

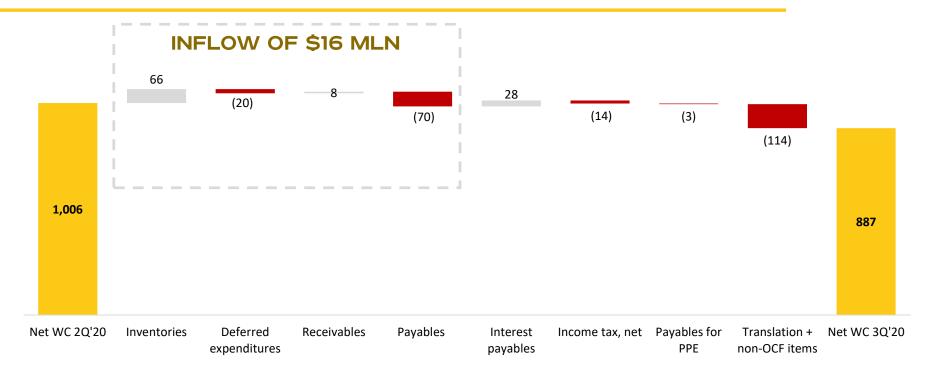
changes



The group's cash position is primarily denominated in USD

#### **NET WORKING CAPITAL DYNAMICS**



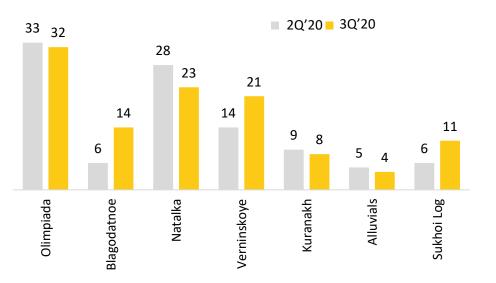


- Polyus registered a working capital release of \$16 mln.
- This figure primarily reflects an increase in payables related to accumulation of fuel and reagents stocks in the reporting period and the write-off of the deferred expenses at Alluvials due to the active phase of the washing season.
- However, this was partially offset by an inventory accumulation of ore stockpiles across hard rock deposits, as well as an increase
  in trade receivables related to sales of antimony-rich flotation concentrate.

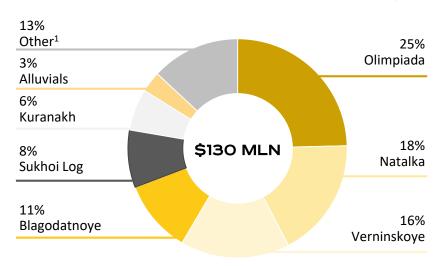
#### **CAPEX ANALYSIS**



## 3Q 2020 CAPEX BY MINE DYNAMICS, \$ MLN



#### 3Q 2020 CAPEX BREAKDOWN BY MINE, %



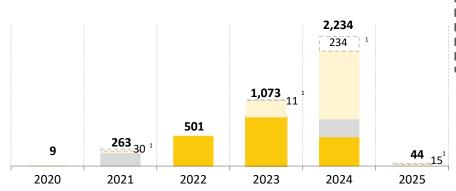
- In 3Q'20, capital expenditures remained broadly flat compared to the previous quarter, at \$130 mln.
  - At Olimpiada, capex amounted to \$32 mln, flat q-o-q.
  - At Blagodatnoye, capex increased to \$14 mln, as the Company continued to upgrade its mining fleet.
  - Capex at Natalka decreased to \$23 mln due to the active phase of the dams construction in 2Q'20.
  - At Verninskoye, capex increased to \$21 mln due to the completion of the procurement of the additional ball mill to expand the capacity of the Mill to 3.5 mtpa.
  - At Kuranakh, capital expenditures remained broadly flat at \$8 mln q-o-q.
  - Capex at Sukhoi Log totalled \$11 mln. The Company completed the Pre-Feasibility Study.



#### PROACTIVE DEBT BOOK MANAGEMENT



#### MATURITY SCHEDULE AS OF 30-JUNE, \$MLN



# GROSS DEBT - \$4,160 MLN (INC. DERIVATIVES) NET DEBT - \$2,506 MLN (INC. DERIVATIVES)

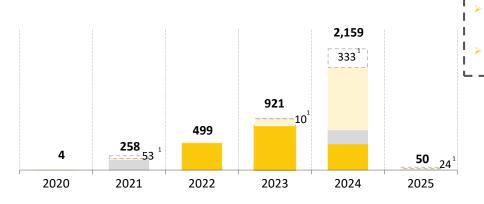
GROSS DEBT - \$3,932 MLN

NET DEBT - \$2,299 MLN

(INC. DERIVATIVES)

(INC. DERIVATIVES)

#### MATURITY SCHEDULE AS OF 30-SEP-20, \$MLN





#### 3Q 2020 HIGHLIGHTS

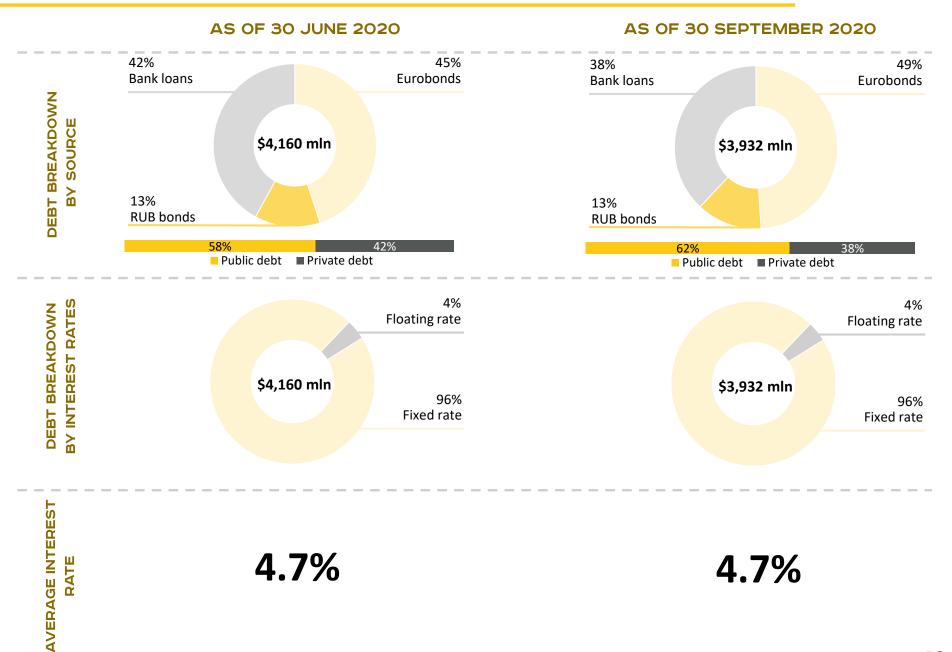
- Gross debt, decreased to \$3,932 mln, compared to \$4,160 mln in the previous quarter.
- The estimated net debt position, decreased to \$1,633 mln (30-Jun-2020: \$1,654 mln).
- The group's liabilities under cross currency and interest rate swaps related to RUB-denominated bank credit facilities and rouble bonds totalled approximately \$420 mln as of 30 September 2020.

#### **DEBT MANAGEMENT**

In 3Q'20, Polyus prepaid several credit facilities in a total amount of \$150 mln.

# MANAGING COST AND STRUCTURE

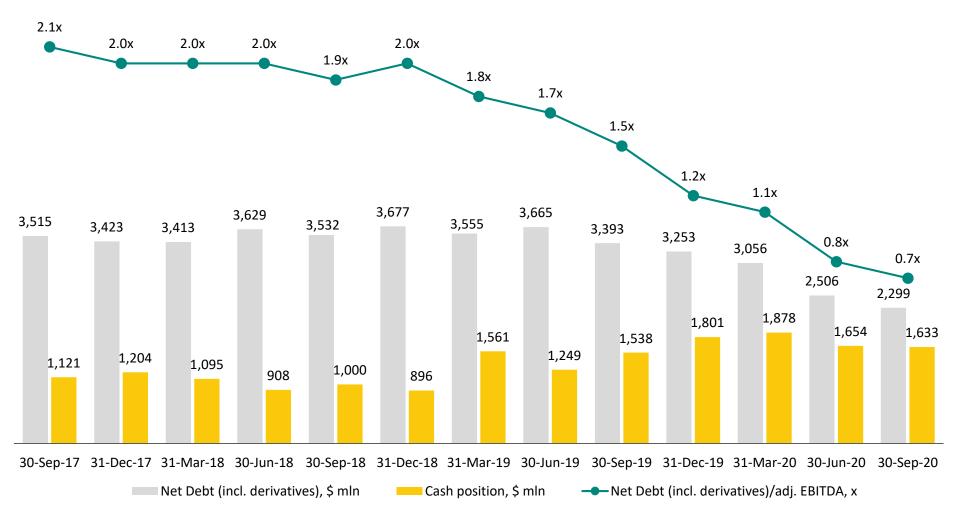




#### **NET DEBT POSITION**



#### **NET DEBT & CASH EVOLUTION**



 The net debt/adjusted EBITDA ratio decreased to 0.7x, reflecting a decrease in the net debt and growth in adjusted EBITDA (last 12 months) in the reporting period.