

Lonmin Plc

LONMIN

# Delivering Today Confidence in Tomorrow



**INTERIM RESULTS 2011**  
**9 May 2011**

Lonmin Plc

# Highlights

LONMIN



**Ian Farmer**  
Chief Executive Officer

# Delivering Today



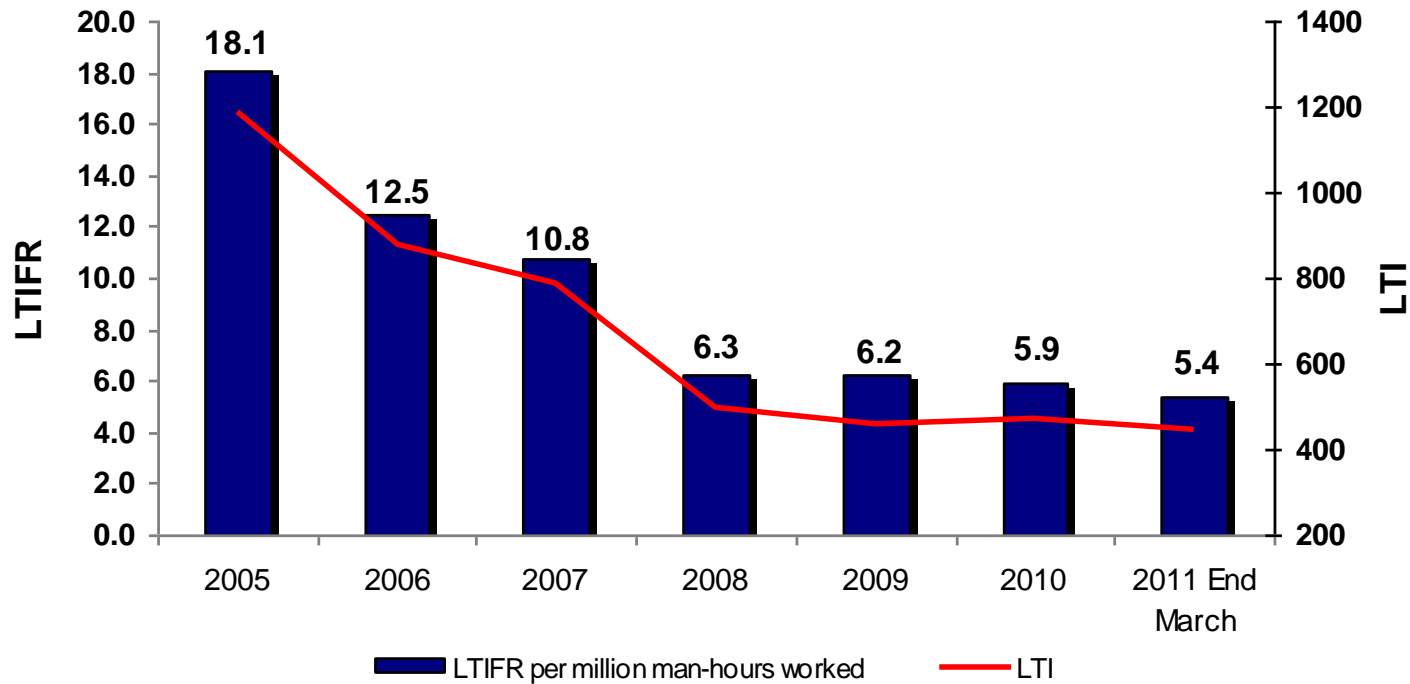
- **Safety remains a priority – unacceptable start to the year**
- **Platinum sales of 318,306 ounces – up 9 %**
- **Rand unit operating costs 12.8% up on H1 2010, but full year guidance maintained**
- **Solid financial performance**
  - Revenue basket at \$938 million up 42% on H1 2010
  - Net operating profit of \$144 million, an increase of 122 % on H1 2010
- **Considerably stronger balance sheet with net debt at \$296 million**
  - Reduced by 21% since year end
- **Capital expenditure of \$154 million**

# Confident in Tomorrow

- **Continued momentum at Marikana operations**
  - Tonnes produced – at 5.9 million, up 12.7%
  - Ore reserves at 2.8 million centares, up 15.8%
  - Saleable metal in concentrate up 10.3% to 354,863 Platinum ounces
  - Underground head grade reduced to 4.56g/t from 4.74g/t due to ore mix and difficult geological conditions at K3
  - Underground concentrator recoveries improved from 84.6% to 85.6%
- **Number One furnace successfully re-commissioned, Number Two on target**
- **On track to meet full year sales and unit cost guidance. Capital guidance slightly up to \$400 million on Rand strength**
- **New growth target at Marikana of 950,000 Platinum ounces by 2015**

**Growth plan on track and sustainable for next 5 years**

# Safety Plateau, Fatalities up



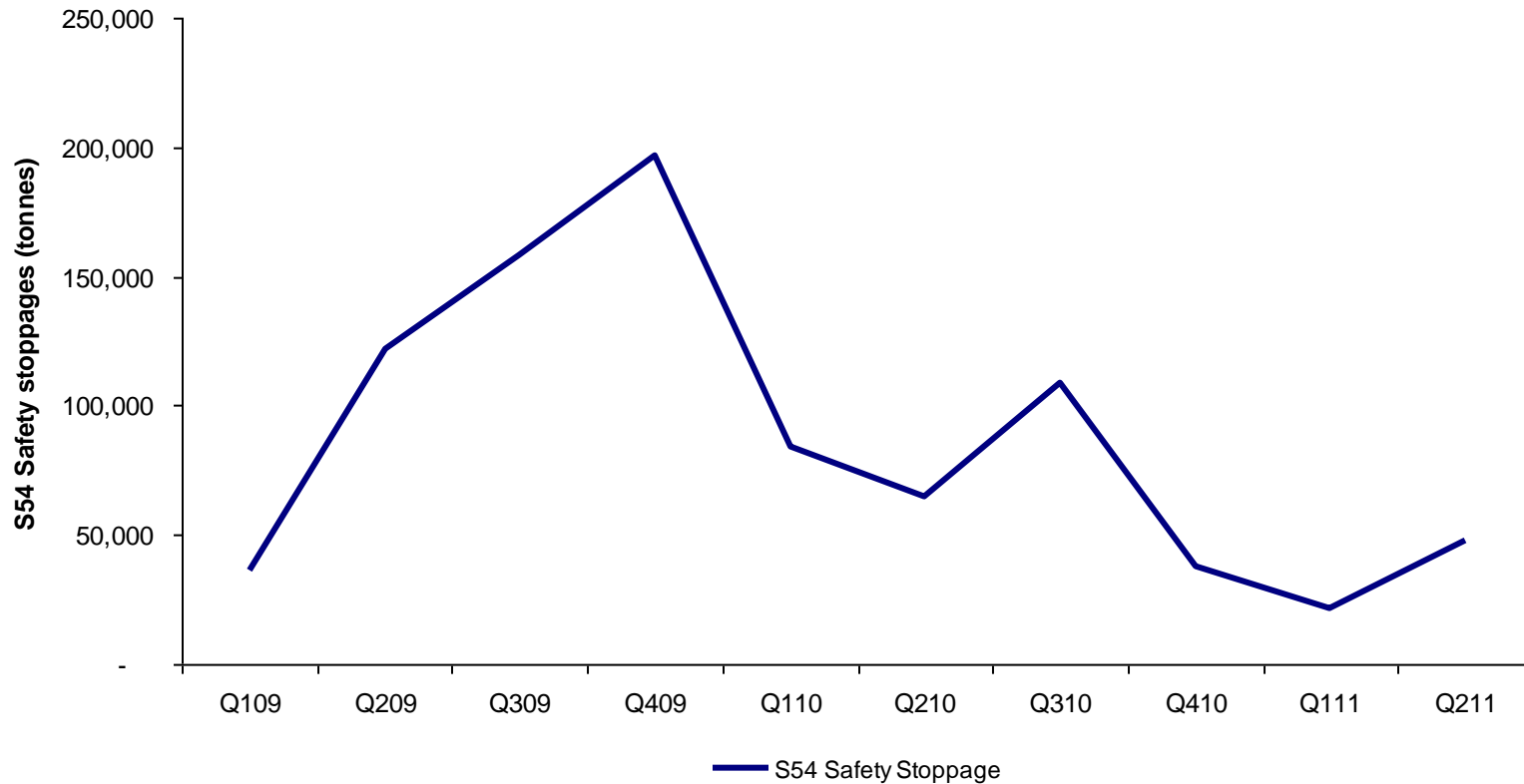
Industrial Fatalities	
2005	6
2006	6
2007	3
2008	3
2009	3
2010	3
H12011	4
2011 Year to date	6

**A refinement of our approach is required**

# Marikana Mining – DMR Safety Stoppages



Tonnes Hoisted Lost



**DMR stoppages to remain a feature**

Lonmin Plc

# Operational Performance

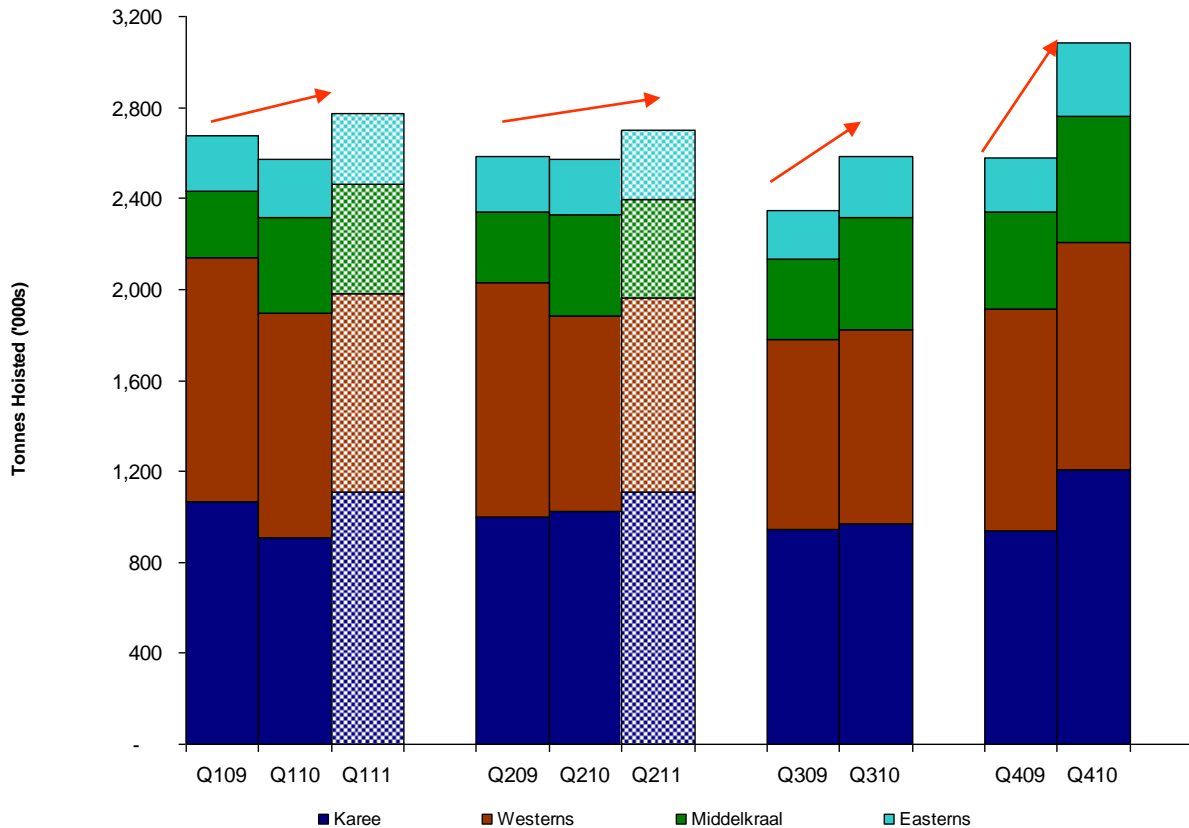
LONMIN



**Mark Munroe**  
EVP Mining

# Marikana Mining

## Underground production overview



Mining Unit	Key shafts
Karee	K3, 1B/4B
Middelkraal	Hossy/ Saffy
Westerns	Rowland, Newman (2009 included W1/B3)
Easterns	E1, E2,E3,

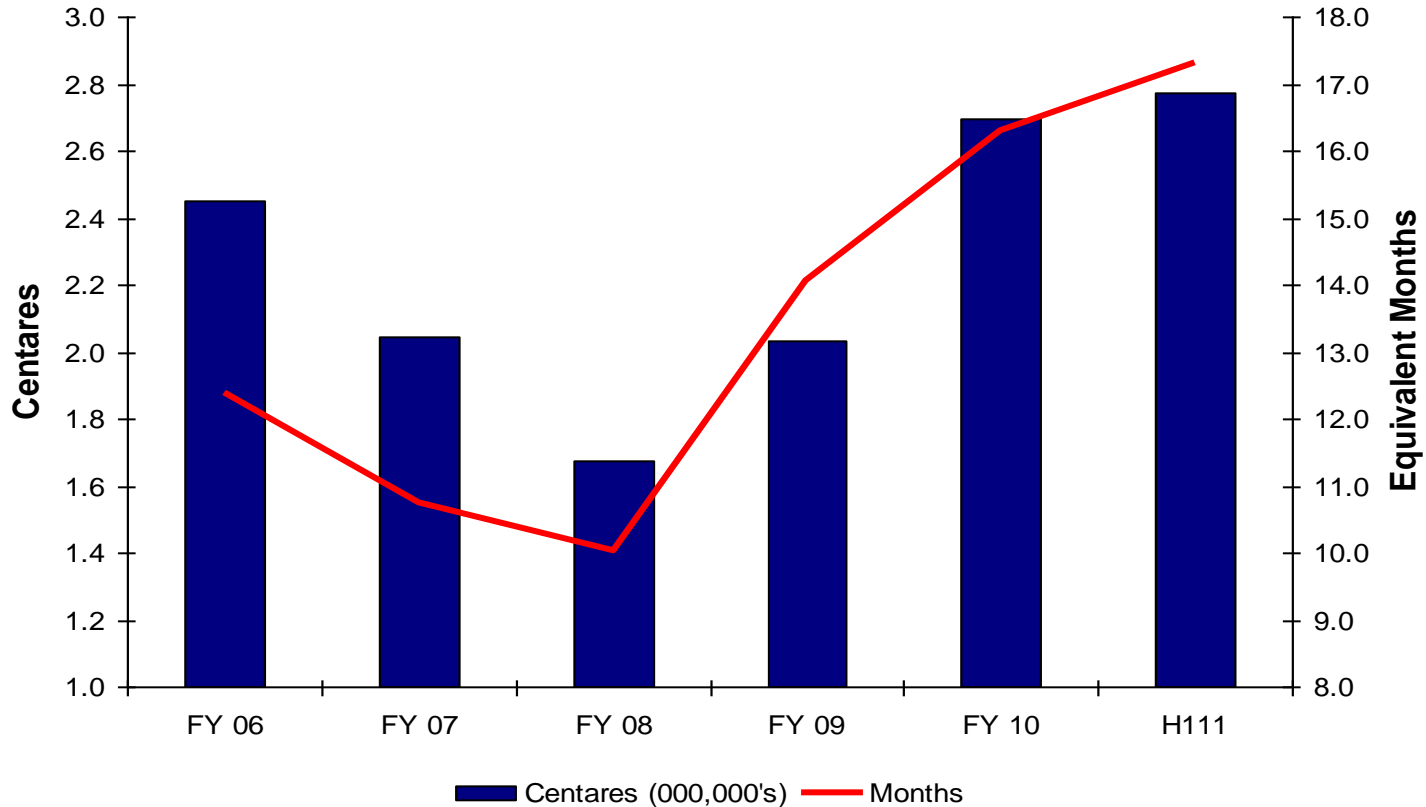
Total Tonnes (million)	
FY09	10.2
FY10	10.8
H12010	5.1
H12011	5.5

**Upward trend continuing**

# Marikana Mining Development



## Immediately available ore reserves



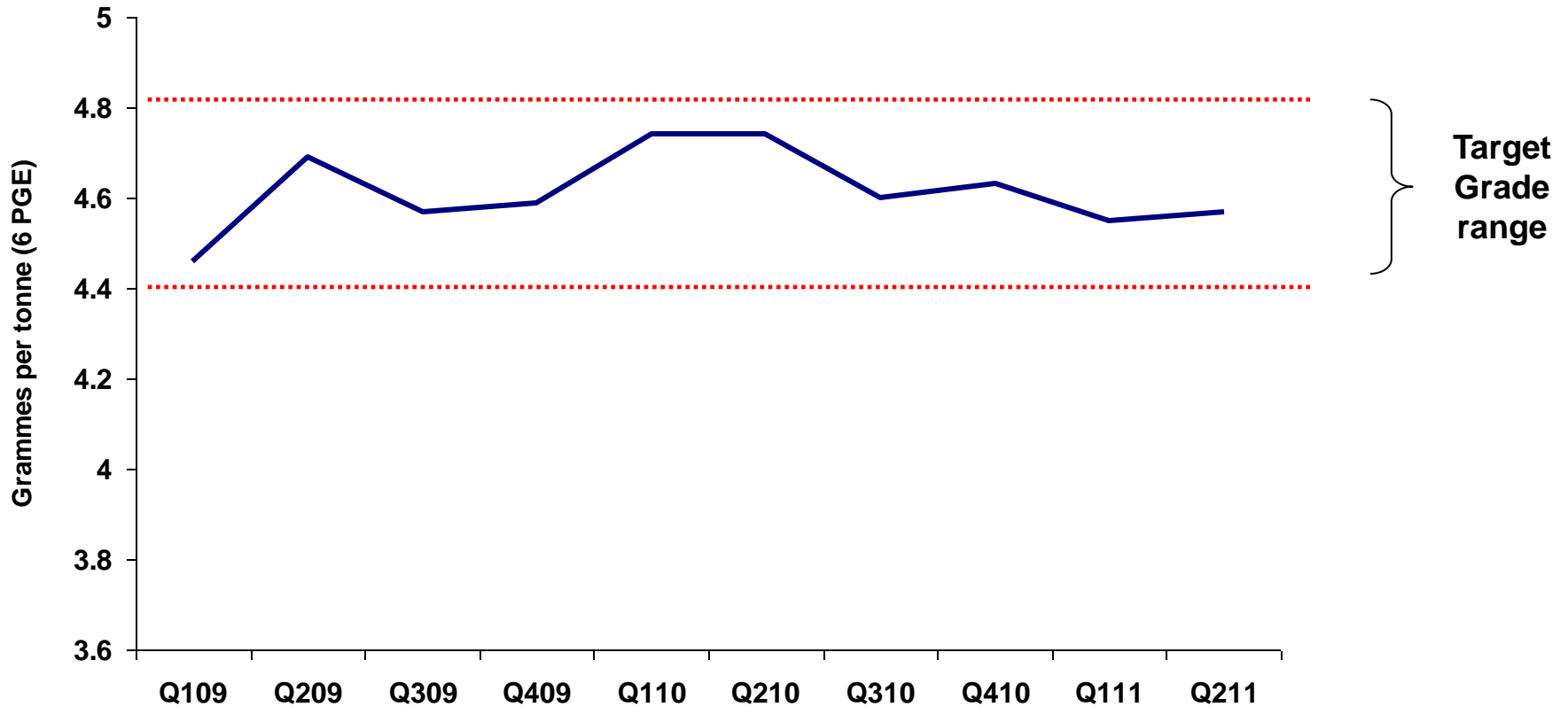
*Note: In FY09, We changed our reporting methodology for ore reserve development, in line with industry best practice, to exclude partially developed ore reserves. We have reported on this more conservative basis since then. FY08 and prior years are not restated.*

**Excellent progress – solid platform for the future**

# Marikana Mining Grade

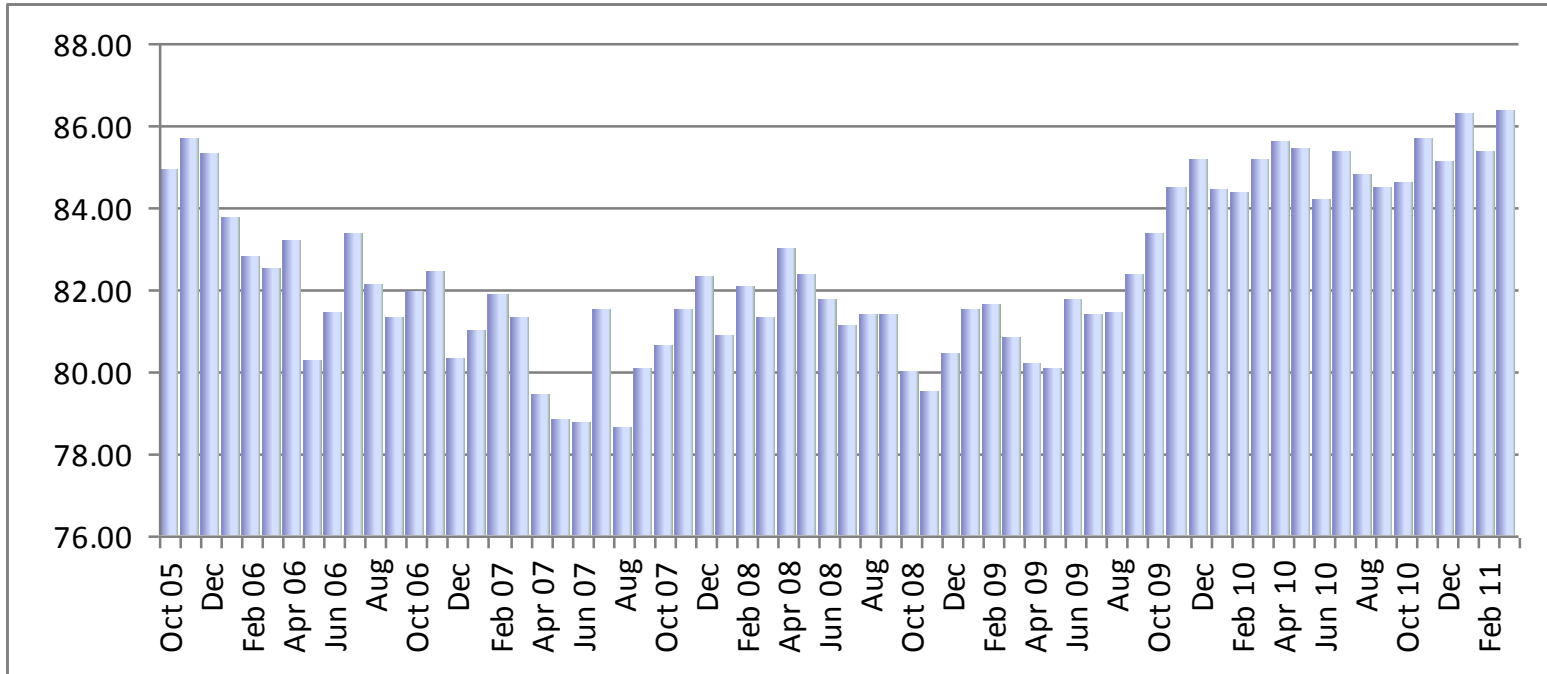


## Underground milled head grade



Recent lower grades within target range

# Underground Concentrator Recoveries



Recoveries highest since 2005

# Smelting



- **The Number One furnace**
  - Successfully re-commissioned
  - Running well and stable at 14MW
  - Recovered from disruption to production
  
- **Number Two furnace – on target and on budget**
  - 10MW circular pyromet furnace using plate cooler technology
  - Will provide back up capacity
  - Using existing infrastructure to mitigate costs
  - On target and on budget to be commissioned by May 2012

**Experienced team with excellent knowledge of furnace technology**

# Transformation and the Environment



- **Completed process of refreshing the Social Labour Plan in consultation with stakeholders**
  - Alignment of SLP with revised Mining Charter
- **Stakeholder engagement an imperative for success**
- **Integrated strategies developed**
  - Human resource development
  - Housing
  - Community development
- **Environmental targets – making good progress**

# 2011 Operational Performance – Summary



- **Safety and Sustainability**
  - Adopting a refined approach
- **Mining Division**
  - Sustainable growth
  - Focus in second half on production momentum
- **Process Division**
  - Continued emphasis on improving efficiencies
  - Steady management of the furnace
- **Human Capital, transformation and the environment**
  - Reinforced an integrated approach

**Simultaneous integrated delivery**

Lonmin Plc

# Financial Results

LONMIN



**Simon Scott**  
Chief Financial Officer

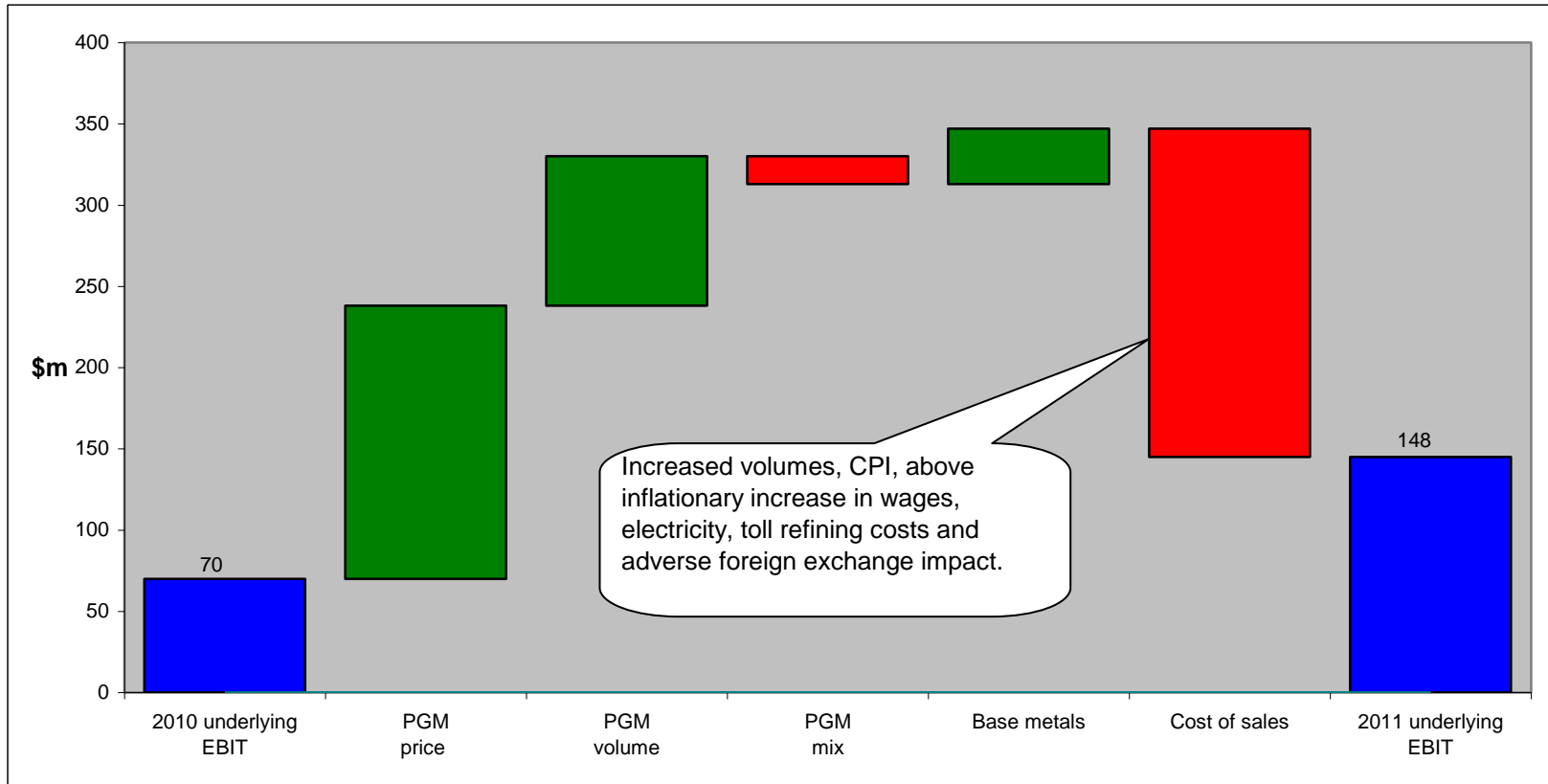
# Summary of Financial Results



	Units	6 months to 31 March 2011	6 months to 31 March 2010	Variance	
				Abs	%
Revenue	\$m	938	661	277	42%
Underlying EBITDA	\$m	208	122	86	70%
Underlying EBIT	\$m	148	70	78	111%
Special costs	\$m	(4)	(5)	1	20%
EBIT	\$m	144	65	79	122%
Underlying EPS	Cents	45.0	22.8	22.2	97%
Basic EPS	Cents	44.5	15.5	29.0	187%

**Solid financial performance**

# Underlying EBIT Variance Analysis



**PGM pricing, cost escalation and volume are the major factors**

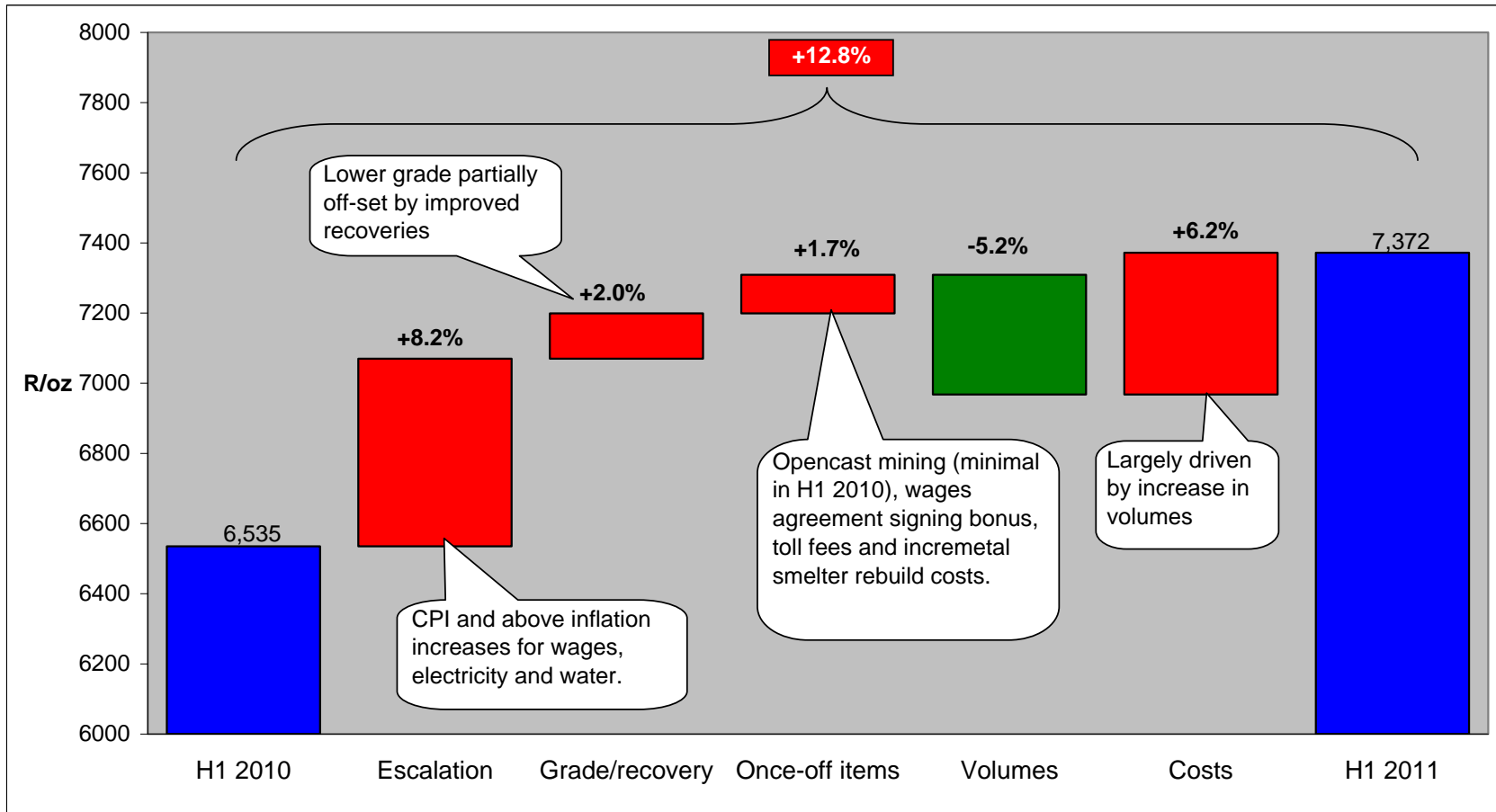
## Costs and Cost per PGM Ounce



	Units	6 months to 31 March	
		2011	2010
SA gross operating costs	Rbn	5.3	4.4
Exchange rate (on operating costs)	R/\$	6.94	7.51
SA gross operating costs (reported)	\$m	767	583
SA exchange translation impact	\$m	-	48
Group cost per PGM ounce produced	R/oz	7,372	6,535

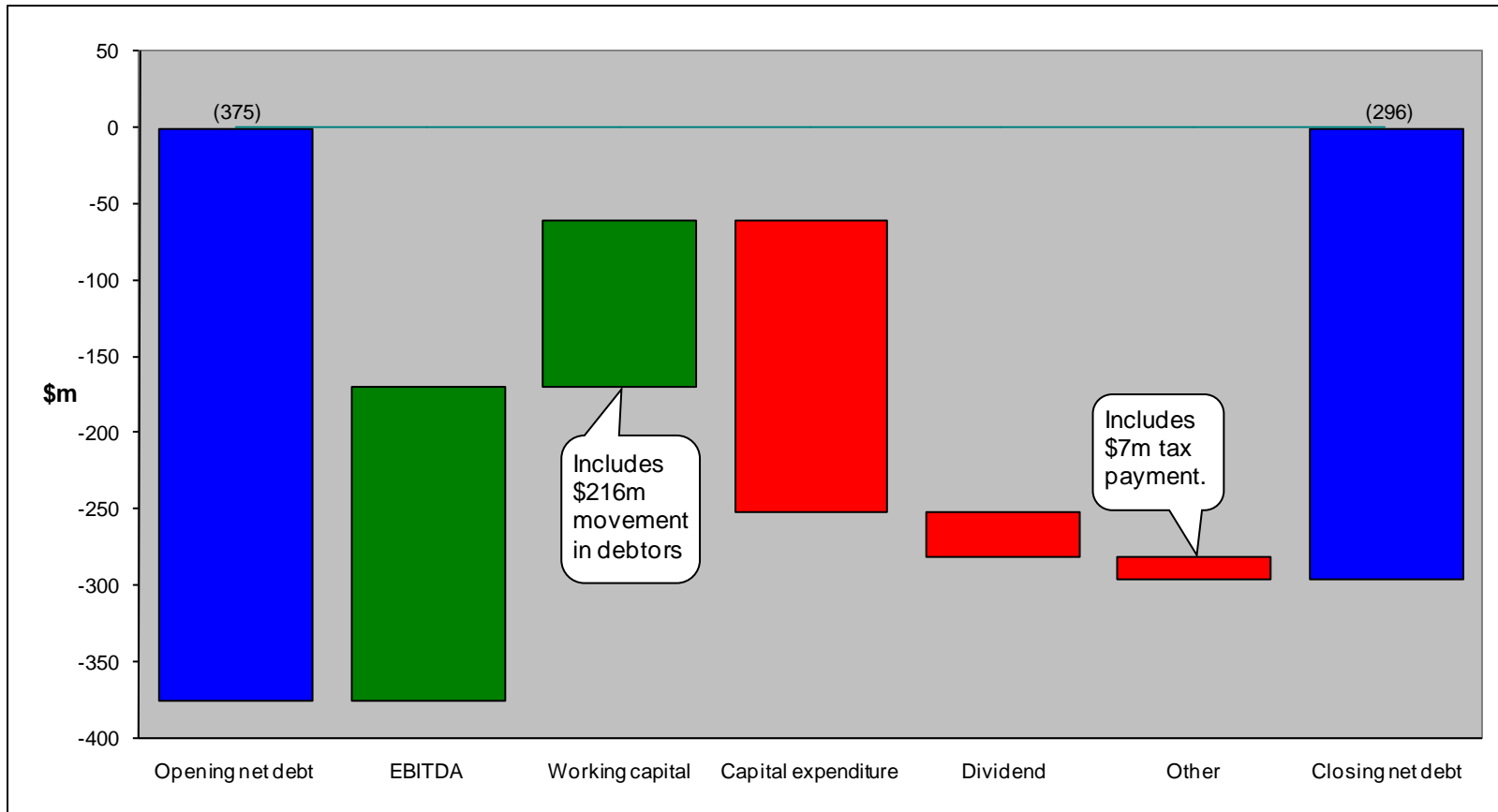
**Rand strength driving higher increases in costs in Dollar terms**

# Cost per PGM Ounce Produced



**Full year guidance: c8% increase in unit costs in-line with wage increase. Lower than H1 due to higher volumes and spreading of the once-off items that impacted H1**

# Net Debt

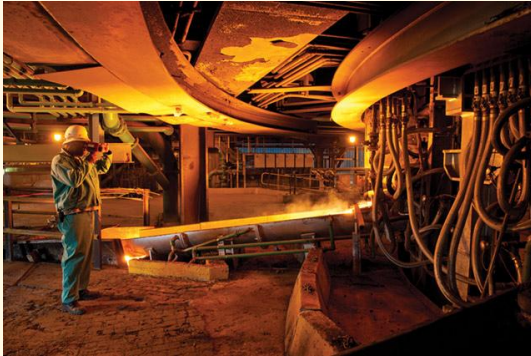


**Net debt reduced by \$79m**

Lonmin Plc

# Market Outlook

LONMIN



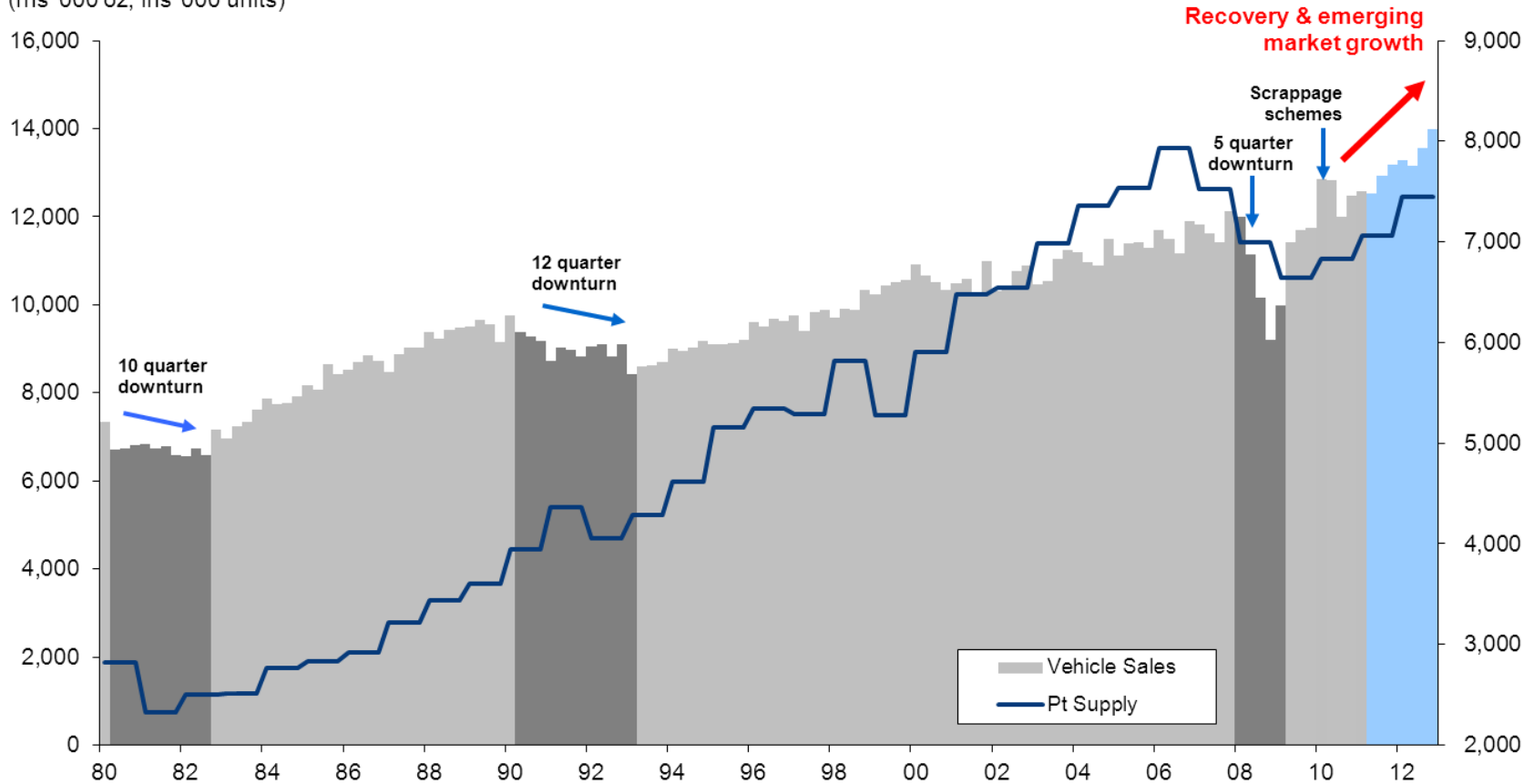
**Ian Farmer**  
Chief Executive Officer

# Automotive Demand



## Quarterly Vehicle Sales and Platinum Supply

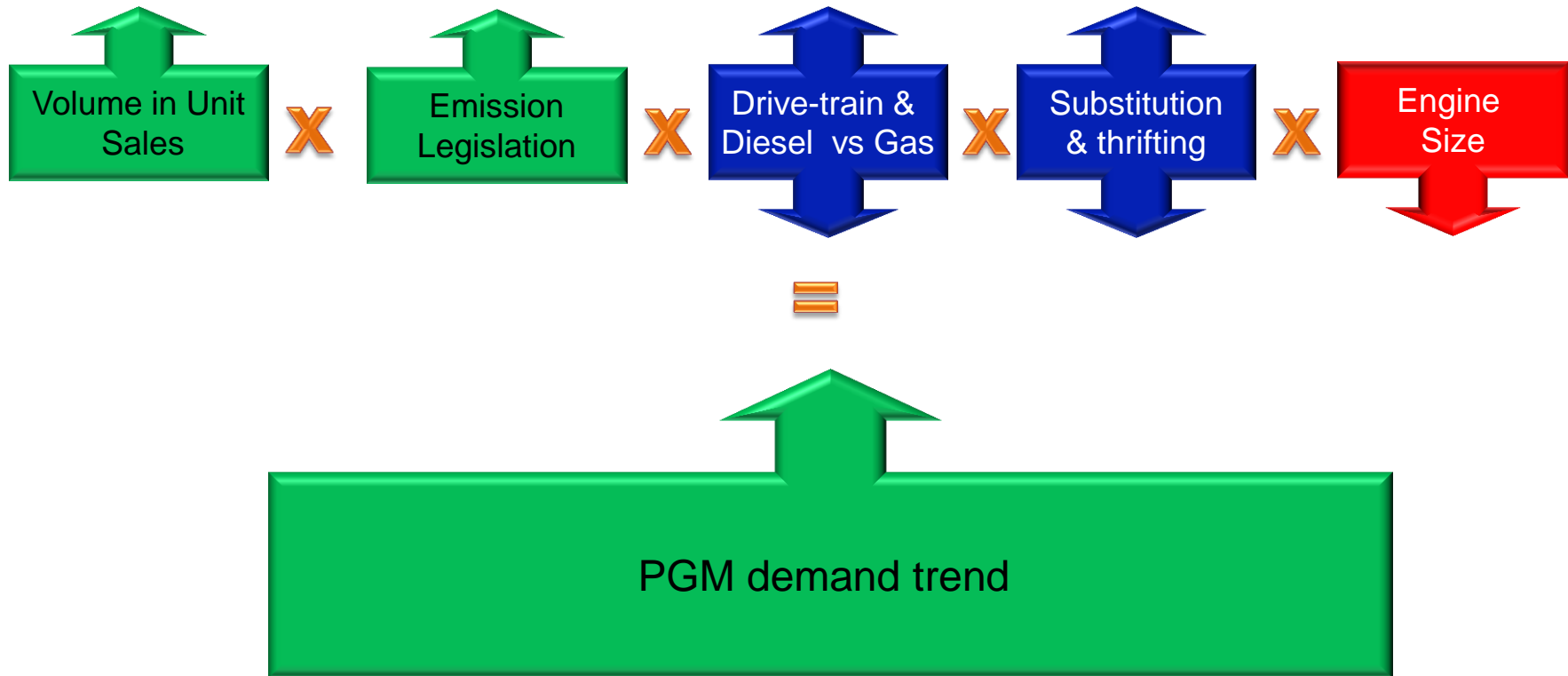
(rhs '000 oz; lhs '000 units)



Source: SFA (Oxford) from Oxford Economics, ACEA, JAMA, Ward's Auto, CAAM, Bloomberg  
 \*Include all vehicle sales in W.Europe, Japan, China and light vehicle sales in the United States

**Japan crisis dampens the short term. Medium and long term robust**

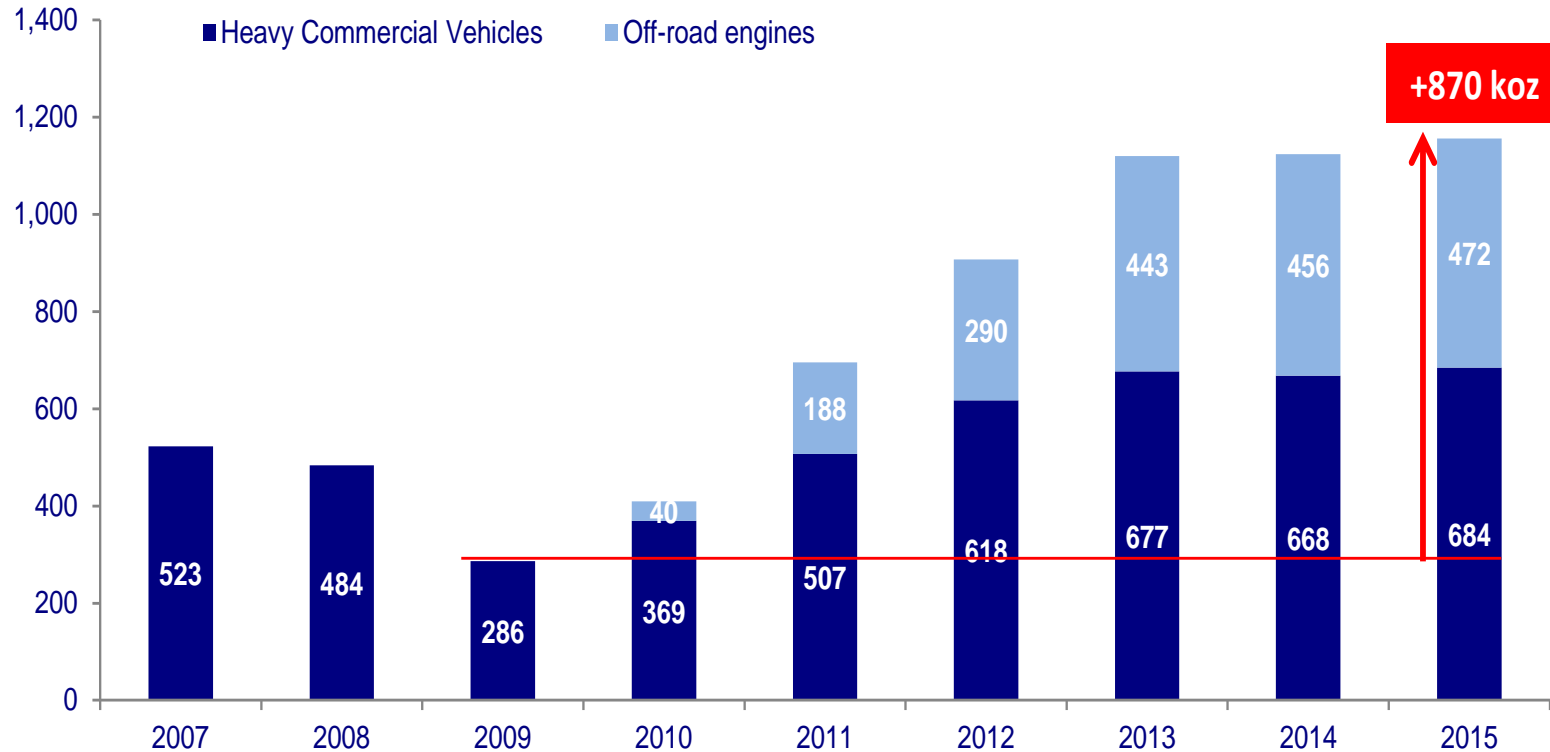
# Impact of Auto Trends on PGM Demand



**Extra >15 million passenger cars p.a. forecast by 2020 outweighs negative impacts on PGMs from powertrain developments**

# Platinum Demand in HDD and Off-road

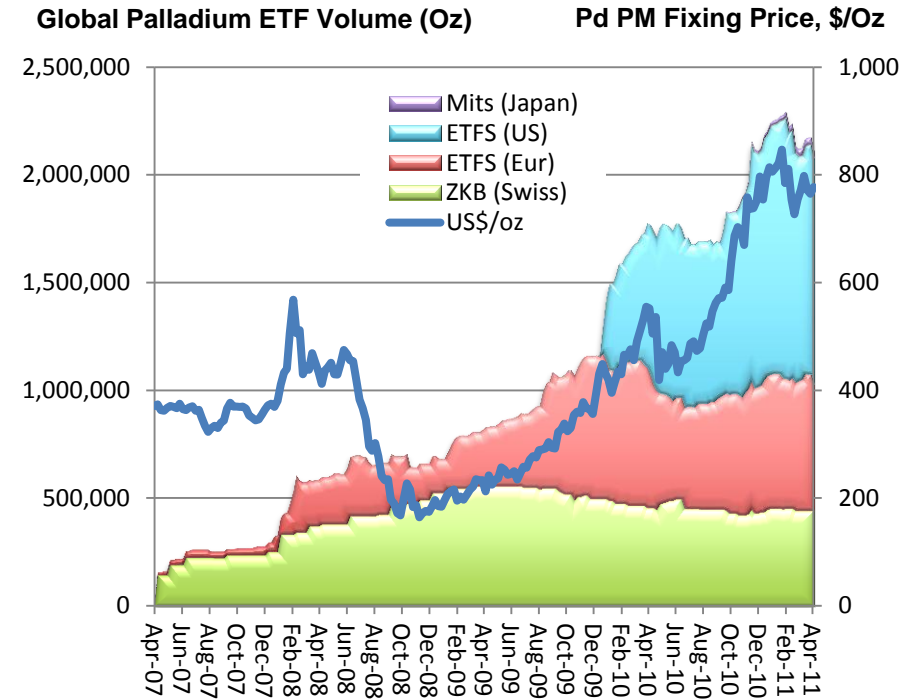
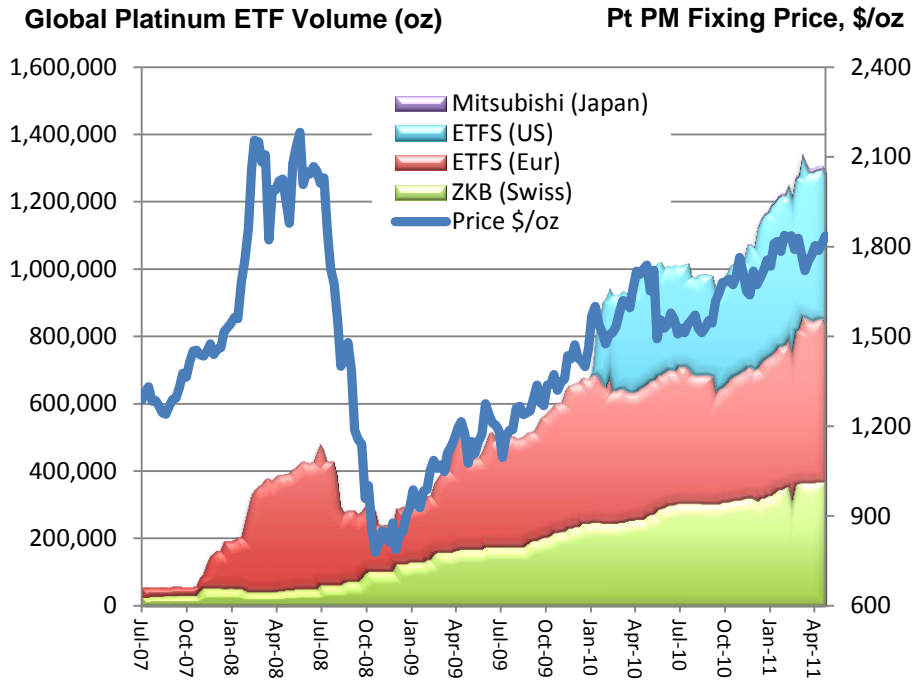
Platinum Demand in On-road Heavy Commercial and Off-road; koz



Source: SFA

**Legislative requirements in Heavy Duty Diesel engines and off-road diesel remains on track**

# Investment Demand



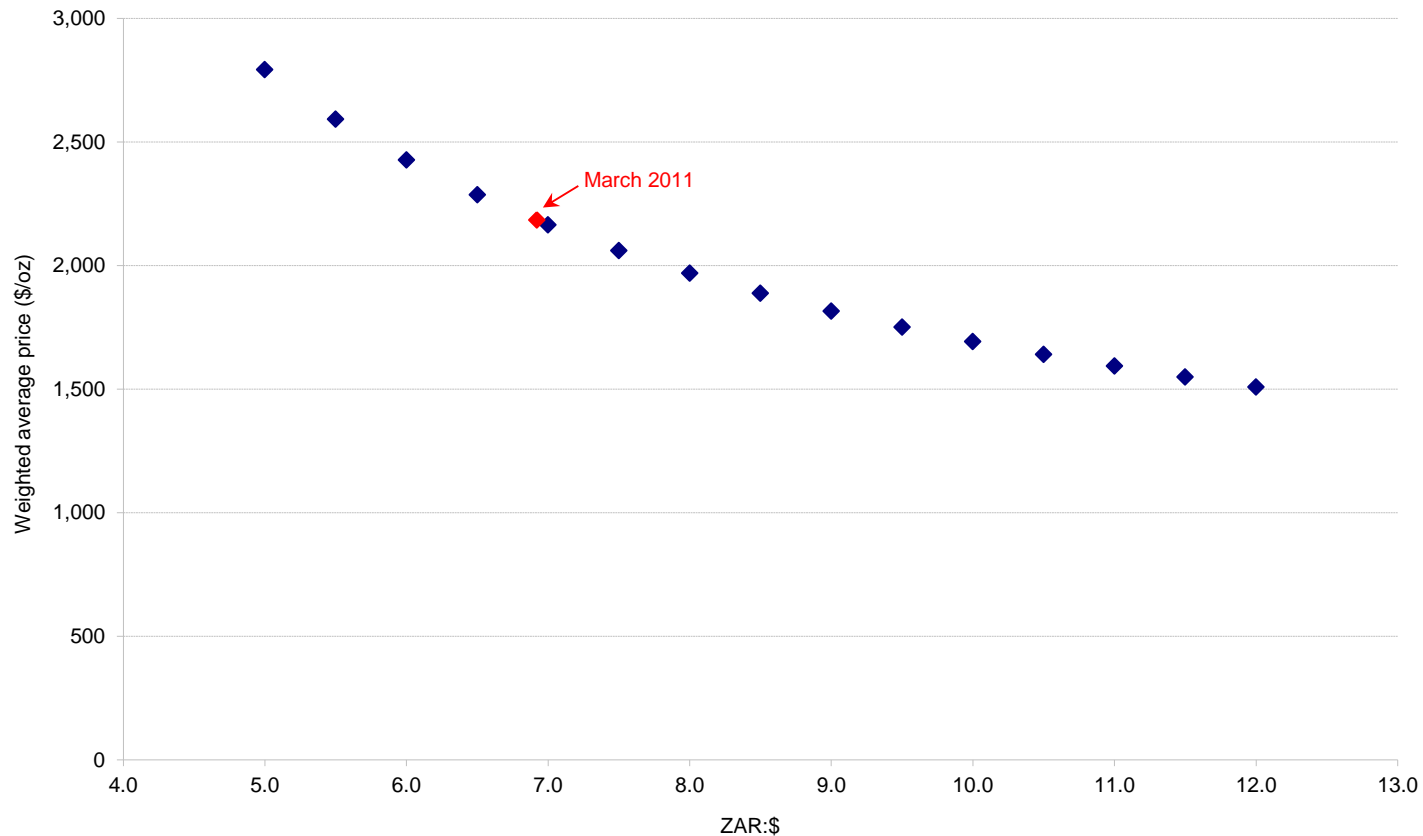
Source: ETFS

**Platinum additions continue**

# Platinum Supply Constraints and Inducement Pricing



## Project Incentive Pricing (real)



Source: SFA

**At current FX rates inducement price is above \$2,000 per ounce for greenfield projects**

# PGM Market Outlook

LONMIN

## Lonmin View

- Industrial and auto demand recovery from 2011
- Small deficit in 2011
- Supply response slow - deficits in 2012 to 14

## Opportunities

- Stronger demand upswing
- Growth in diesel auto demand outside Europe
- Ever tighter emission legislation

## Risks

- Euro zone deteriorates
- China slow down
- Substitution

**Positive medium and long term market fundamentals**

Lonmin Plc

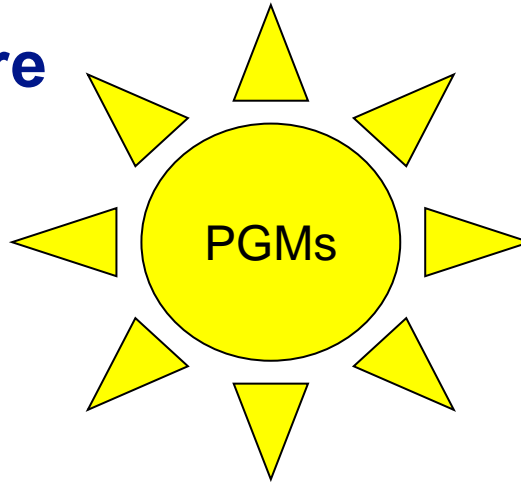
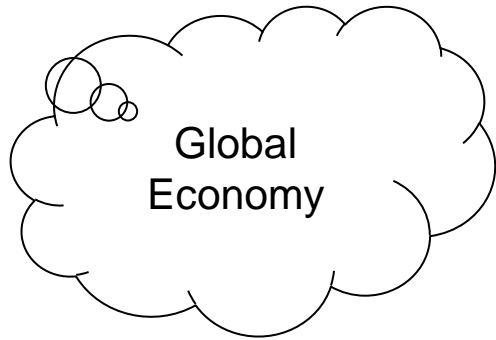
# Platform for Future Growth

LONMIN



**Ian Farmer**  
Chief Executive Officer

# Lonmin of the Future



**SCALE, GROWTH, LOW COST, BALANCE SHEET**

## Macro

- Markets & China
- Global Risks
- Communications
- Energy & Water

## Social

- Sustainability
- Safety
- SLP / Transformation
- Culture / Values
- Employee Relations

## Growth

- LTP
- Leverage Marikana
- Productivity
- HR Development
- Other assets
- B/Sheet Capacity

## Costs

- Productivity
- Growth
- Systems

**Focused on successful integration of initiatives**

# Marikana Growth Strategy

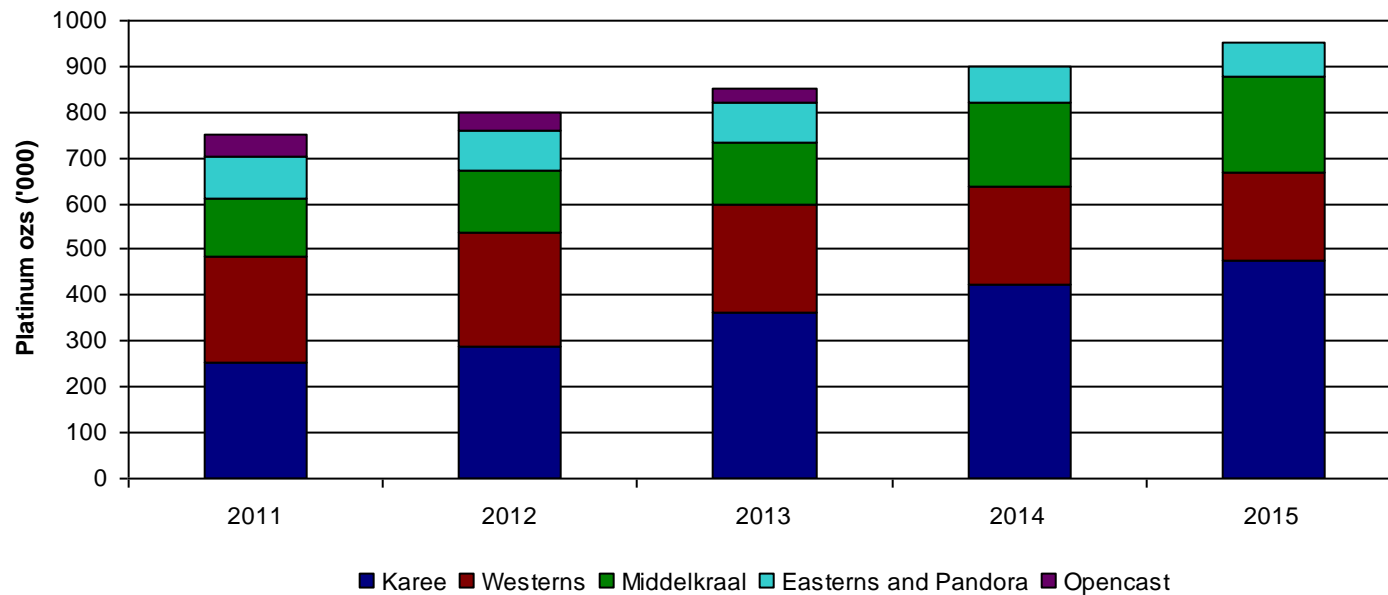


- **Demonstrated progress towards 850,000 safe Platinum ounces by 2013**
- **Enhanced Marikana long term plan to produce at levels of 950,000 Platinum ounces by 2015**
- **Leveraging use of existing Marikana assets**
  - Ramp up of new shafts
  - Use of existing metallurgical infrastructure
  - Use of existing managerial capacity
- **50,000 Platinum ounces of growth per annum for five years enabling cost containment**

# Marikana Growth Strategy



## Growth to 2015



**50,000 Platinum ounces per annum growth over the five years**

# Capital for Growth Strategy



- **Revised Capex circa \$400 million per annum to 2015**
- **Major expenditure includes**
  - c.\$260 million to ramp up Hossy
  - c.\$240 million to ramp up Saffy
  - Enabling additional growth from K3 – c.\$130 million
  - Ramping up K4 shaft – c.\$280 million
  - Additional concentrator – c.\$260 million
  - PMR upgrades – c.\$80 million
  - Long term development of K5 – c.\$100 million

**Balance sheet capacity available to fund capex for growth**

# Conclusion and Outlook

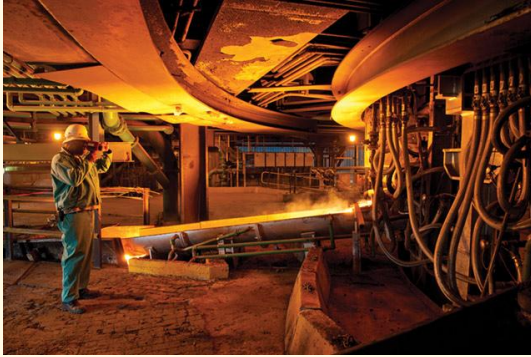


- **Safety remains a priority**
- **On track to achieve our 2011 guidance**
- **A robust company with growth, scale and a strong balance sheet**
- **Integrated strategy to develop attributes required for success**
- **Further opportunities beyond Marikana**

Lonmin Plc

# Questions

LONMIN



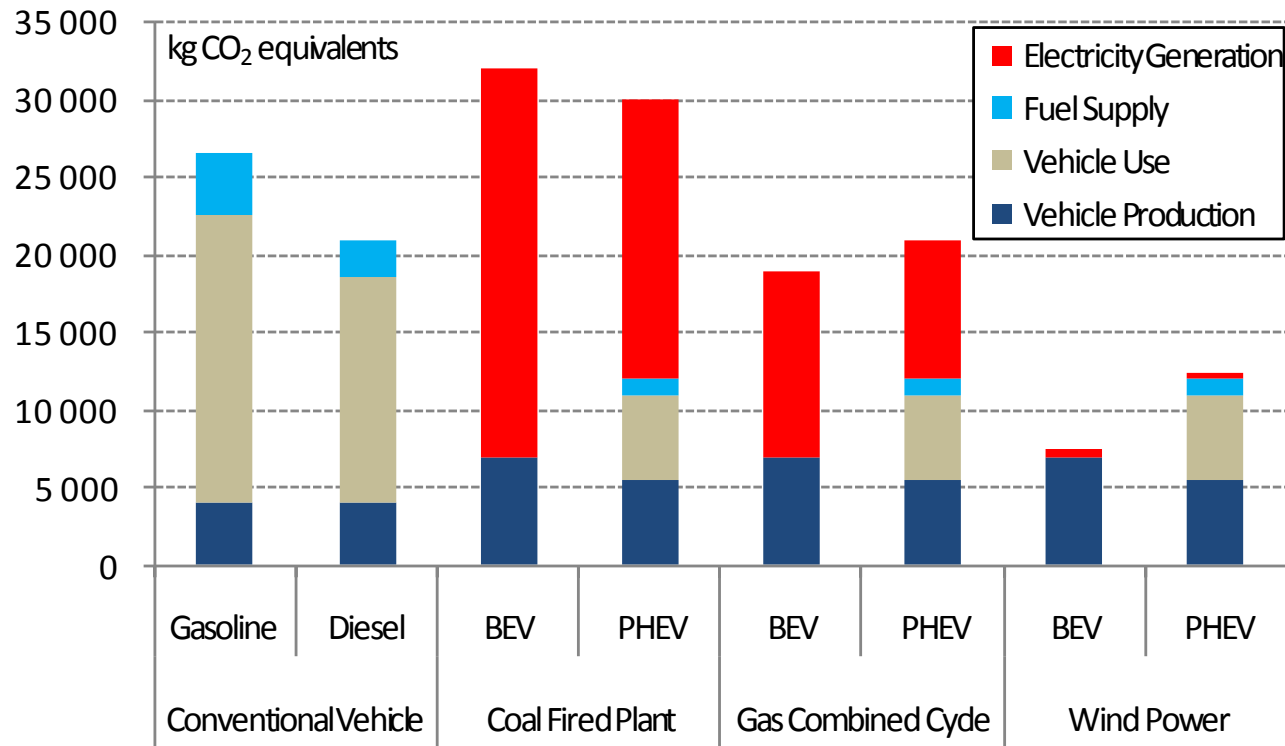
Lonmin Plc

# Appendices

LONMIN



# Life Cycle CO<sub>2</sub> emission



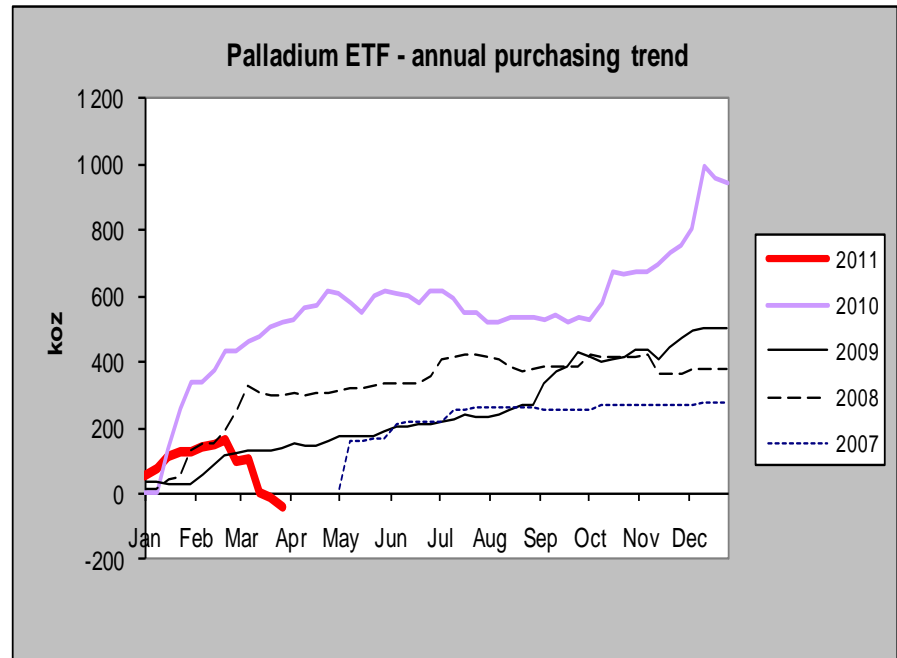
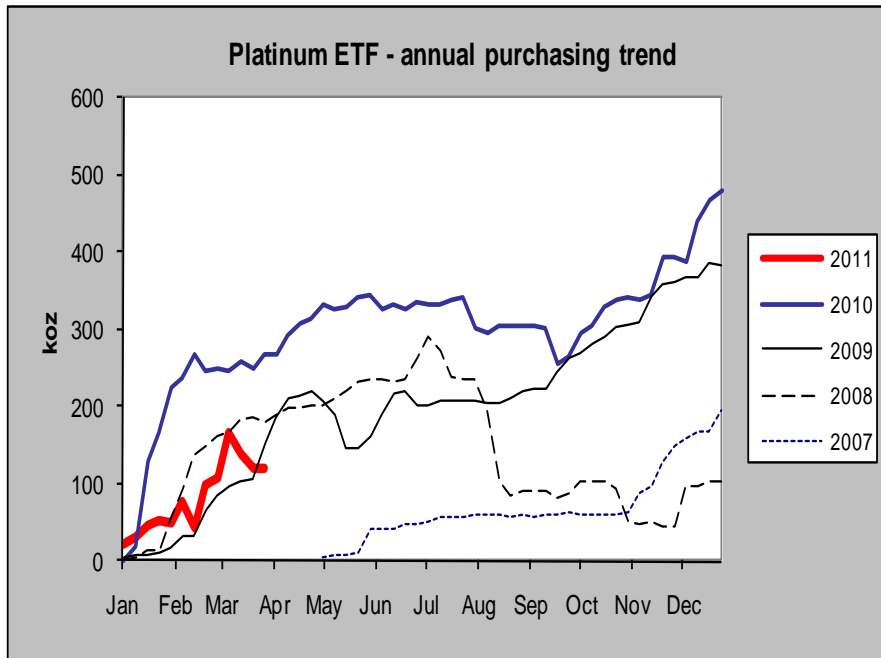
BEV: Battery Electric Vehicle. A BEV typically features a large lithium-ion battery that powers an electric motor, which drives the vehicle's wheels, and does not have an internal combustion Engine

PHEV: Plug-In Hybrid Vehicle. A PHEV is an HEV with batteries that can be recharged by plugging into an electric source. A PHEV can run on electric power only for 10-30 miles. A PHEV also includes an ICE that can drive the vehicle's wheels or charge the battery

Source: IFEU

**Electric vehicle viability in emission reduction highly dependant on energy source**

# Investment Demand



Source: Lonmin

**Platinum additions continue, despite high oil and Japan quake**

# Reconciling Gross Costs & Cost per PGM Ounce

		6 months to March	
		2011	2010
Revenue (reported)	\$m	938	661
Metal stock movement (like-for-like)	\$m	(51)	(74)
Cost SA (reported)	Rm	5,323	4,377
Like-for-like FX	R/\$	6.94	6.94
Costs (like-for-like SA)	\$m	767	631
Costs (like-for-like rest of world)	\$m	5	11
Costs (like-for-like)	\$m	772	642
Exchange (total)	\$m	9	(30)
Depreciation (reported)	\$m	60	52
Cost of sales (reported)	\$m	790	590
EBIT (underlying)	\$m	148	70
Group cost per PGM ounce produced	R/oz	7,372	6,535

# Cost per Ounce



	6 months to 31 March		Variance %
	2011 Rand/oz	2010 <sup>1</sup> Rand/oz	
<b>Group:</b>			
Mining - Marikana	5,111	4,354	(17.4)%
Concentrating - Marikana	922	845	(9.1)%
Process division	920	785	(17.2)%
Shared business services	420	551	23.7 %
<b>C1 cost per PGM ounce produced</b>	<b>7,372</b>	<b>6,535</b>	<b>(12.8)%</b>
Stock movement	(337)	(432)	22.1 %
C1 cost per PGM ounce sold before base metal credits	7,036	6,103	(15.3)%
Base metal credits	(629)	(373)	(68.7)%
C1 cost per PGM ounce sold after base metal credits	6,407	5,730	(11.8)%
Amortisation	600	550	(9.2)%
C2 costs per PGM ounce sold	7,007	6,280	(11.6)%

(1) It should be noted that with the restructuring of the business the cost allocation between business units has been changed and, therefore, whilst the total is on a like-for-like basis, individual line items are not totally comparable.

# C1 Reconciliation

			H1 2011 Act	H1 2010 Act
<b>Total revenue</b>	Total revenue	\$m	<b>938</b>	<b>661</b>
<b>Absorbed operating costs:</b>				
Normal operations ("C1")	PGMs sold	koz	648	572
	Cost / ounce	R/oz	(7,036)	(6,103)
	Cost	Rm	(4,559)	(3,491)
Other operations	PGMs sold	koz	32	36
	Cost / ounce	R/oz	(8,478)	(6,860)
	Cost	Rm	(268)	(244)
Total	PGMs sold	koz	680	608
	Cost / ounce	R/oz	(7,103)	(6,148)
Absorbed operating cost (incl. stock movement)	Cost	Rm	<b>(4,827)</b>	<b>(3,735)</b>
	FX	R:\$	7.07	7.70
Absorbed operating cost (incl. stock movement)	Cost	\$m	<b>(682)</b>	<b>(485)</b>
Unabsorbed operating overheads (incl. FX)		\$m	(49)	(49)
Operating amortisation		\$m	(60)	(52)
		\$m	<b>146</b>	<b>75</b>
Evaluation		\$m	(1)	(1)
Exploration		\$m	2	(3)
Other		\$m	1	(1)
<b>EBIT (underlying)</b>		\$m	<b>148</b>	<b>70</b>