

Polyus Gold



IFRS results for the year ended 31 December 2010





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Key facts of 2010 financials



- 43% YoY increase in gold sales revenue on the back of:
 - 28% growth of the average realized gold price, which exceeded the average p.m. gold fixing price by 19 USD/oz;
 - 11% increase in sales volumes (1,377 k oz in 2010 vs. 1,238 k oz in 2009);
- TCC increased to USD 554/oz, cash operating costs increased by 46%:
 - Commissioning of the Blagodatnoye mine, which led to additional labour, materials and power costs;
 - Rapidly growing commodities prices and as a result an increase in costs for consumables;
 - Consolidation of KazakhGold financial results for FY2010;
 - Increase of mining tax charges in line with the sales revenue growth;
 - Material RUB appreciation (2010 average RUB/USD rate 30.37, 2009 31.72).



Summary of performance results (related to financial statements)

USD'000	2010	2009 ⁽¹⁾	Change, %
Gold sales	1 711 298	1 199 088	42.7
Other sales	37 506	26 136	43.5
Cost of gold sales	(895 555)	(573 501)	56.2
Cost of other sales	(33 424)	(25 541)	30.9
Gross profit, including:	819 825	626 182	30.9
Gross profit on gold sales	815 743	625 587	30.4
Gross profit on gold sales margin	47.7%	52.2%	
SGA	(194 549)	(155 012)	25.5
Profit/(loss) before tax	481 337	295 445	62.9
Pretax margin	27.5%	24.1%	14.1
Income tax expense	(124 840)	(108 810)	14.7
Net profit for the year	356 497	186 635	91.0
Net profit/(loss) attributable to shareholders of the parent company	332 169	184 578	80.0
Minority interest	24 328	2 057	-
Net profit margin	20.4%	15.2%	
Earnings/(loss) per share	185	103	79.6

⁽¹⁾ The comparative information for the year ended 31 December 2009 reflects adjustments made in connection with the completion of provisional accounting. Refer to Note 4 of consolidated financial statements for the year ended 31 December 2010.



Summary of performance results (related to non-GAAP measures)

USD'000	2010	2009 ⁽¹⁾	Change, %
Operating profit (2)	547 000	436 950	25.2
Operating profit margin	31.3%	35.7%	7-28-25 E
EBITDA (3)	716 655	548 624	30.6
EBITDA margin	41.0%	44.8%	_

⁽¹⁾ The comparative information for the year ended 31 December 2009 reflects adjustments made in connection with the completion of provisional accounting. Refer to Note 4 of consolidated financial statements for the year ended 31 December 2010.

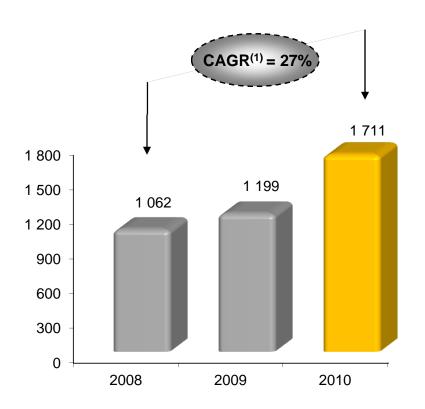
⁽²⁾ Operating profit is calculated as Gross profit, less Selling, general and administrative expenses, research and exploration expenses and other expenses, net

⁽³⁾ Refer to the Management report for calculation of EBITDA

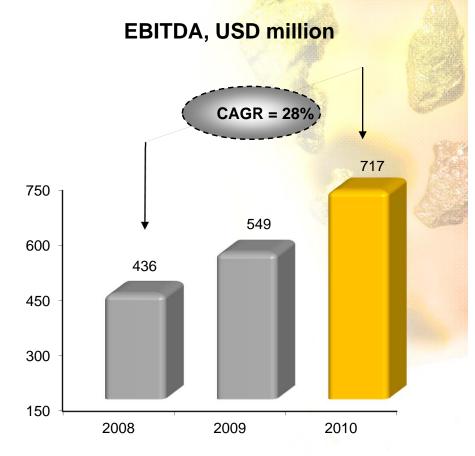


Revenue and EBITDA dynamics

Gold sales revenue, USD million



- Higher realized gold prices and increased sales volumes resulted in a 43% y-o-y growth in sales revenue;
- 2-year CAGR amounted to 27%.

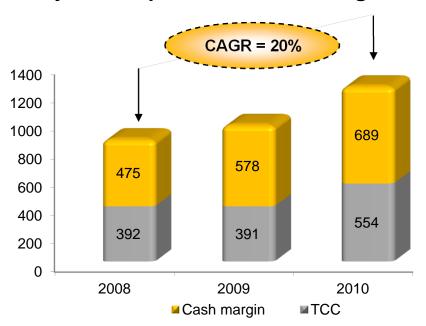


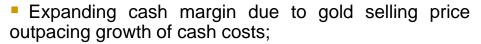
• EBITDA showed a 31% YoY growth, with a 2-year CAGR of 28%.



Operating and capital expenditure

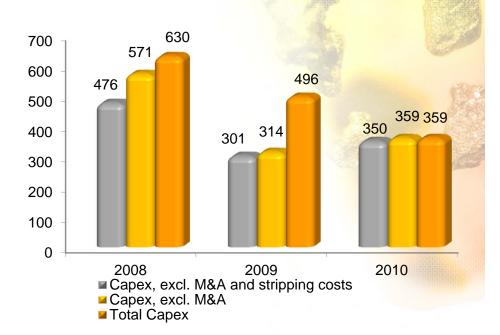
Polyus Group TCC and cash margin, USD/oz





- Increase in TCC to USD554/oz mainly driven by:
 - Increased consumables and spares requirements at Olimpiada and Blagodatnoye,
 - Consolidation of KazakhGold Group's operating expenses for FY10;
 - Higher labour costs;
 - Appreciation of the RUB.

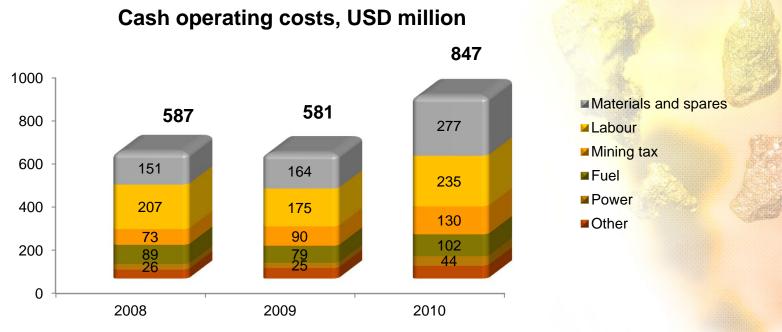
CapEx, USD million



- CapEx of USD 359 mln to support:
 - Construction of Blagodatnoye and Verninskoye;
 - Modernisation of production facilities at Olimpiada;
 - Upgrading and renovation of operating assets in Kazakhstan, etc.



Cash operating costs breakdown



Materials and spares:

- Commissioning of the Blagodatnoye mine;
- Ramp-up of the Titimukhta capacities;
- Technical issues at the Olimpiada mine;
- Growth of purchase prices for materials and components;
- Consolidation of FY10 purchases by KazakhGold;
- The RUB appreciation.

Fuel:

- Higher fuel purchase prices in line with the global trend of oil price growth;
- Increased oil products consumption following launch of Blagodatnoye, and
- Addition of KazakhGold Group's fuel costs for FY10.

Labour expenses:

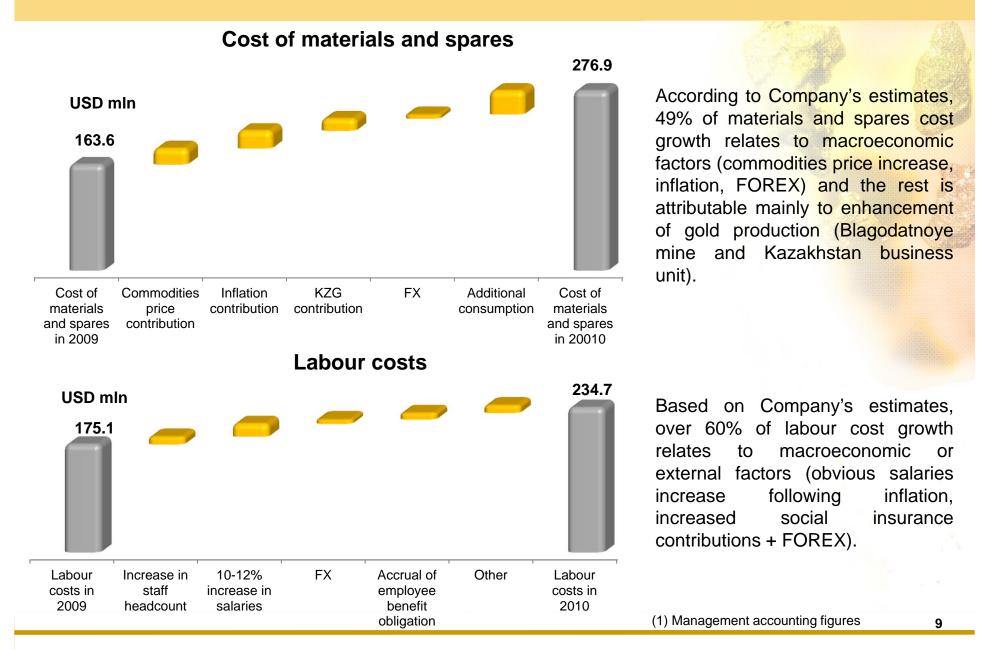
- An increase in the number of personnel;
- Planned 10-12% indexation of salaries;
- Additional compensation to Irkutsk alluvial business unit's employees;
- Accrual of employee benefit obligation;
- Increase in social insurance contributions;
- Appreciation of the RUB relative to the USD.

Mining tax:

- Higher average gold selling price;
- Enhanced production volumes.

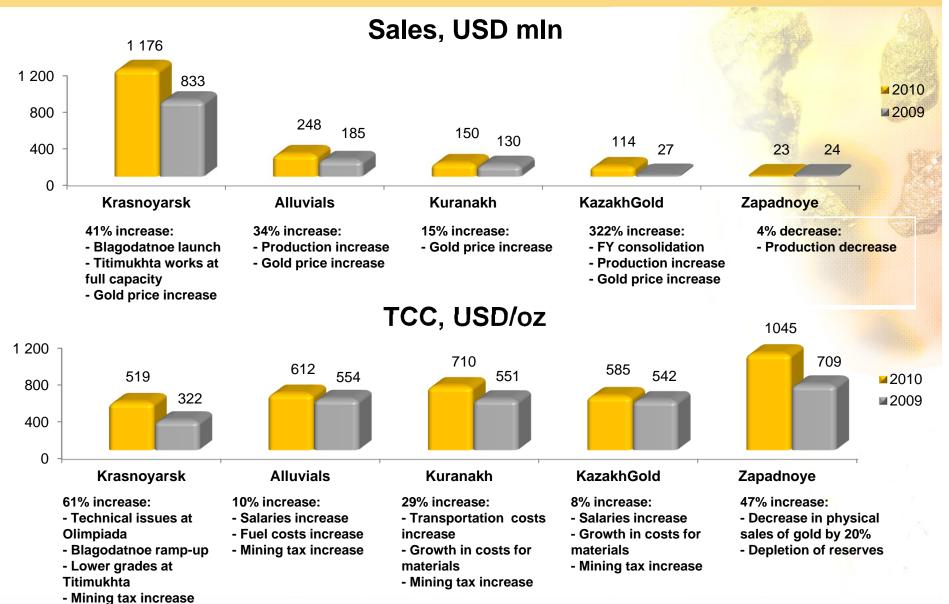


Operating costs growth analysis⁽¹⁾





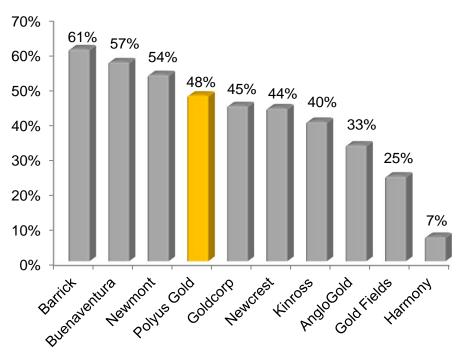
Sales and TCC: breakdown by business unit



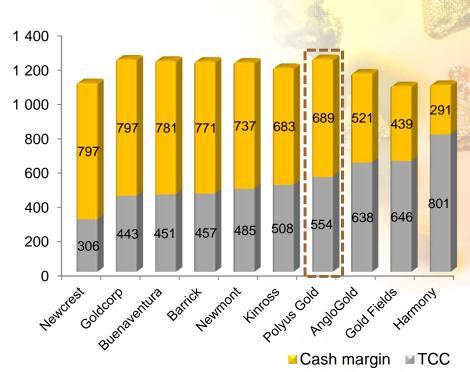


Profitability, cash margin and TCC: peer comparison

Gross margin of world's leading producers in 2010, %⁽¹⁾



Cash margins and TCCs, USD/oz⁽²⁾



- Polyus Group maintains a competitive level of profitability among the global gold industry peers.
- Maintaining solid position in the gold mining sector in terms of cash margin.

(1) Gross profit on gold sales margin. Source: companies' web-sites.

(2) Calculated based on the companies' reported selling prices for 2010. Source: companies' web-sites.

Conclusion



- Sales increased by 43% to USD 1.7 billion due to growing gold selling price and enhanced sales volumes;
- EBITDA increased by 31% to USD 717 million;
- TCC increased to USD554/oz, following the increase of cash operating costs by 46%:
 - Ramp-up period at the Blagodatnoye mine;
 - Increased labour costs;
 - Consolidation of KazakhGold Group's operating expenses;
 - Appreciation of the RUB relative to the USD.
- Fully unhedged;
- Cash positive with USD 504 million of cash, cash equivalents and ST investments;
- One of the highest payout ratios in the industry based on 2010 recommended dividends 0.40.