

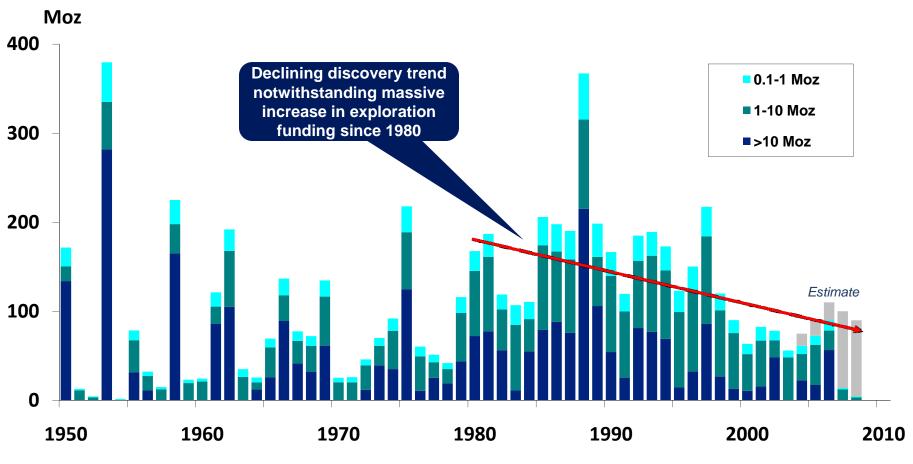


# Exploration "A Gold Industry Perspective"

World Mining Investment Congress

June 2009 - London Tommy McKeith

## We are making fewer discoveries



#### Total world including by-product gold

Note: Figures increased by 27% to reflect deposits not in the database or those deposits with no reported discovery date

Source: GFL/MinEx Consulting

GOLD FIELDS

Is this enough to replace production?

Trend 1



Historic average to 1995 is that 75% of discovered ounces are mined Moz Unknown 300 Advanced Exploration Feasibility 250 Stalled Construction 200 Operating Mine Closed Mine 150 100 50 0 1950 1960 1970 1980 1990 2000 2010

Industry is being sustained by maturing mines discovered many years ago

Primary gold deposits >0.1 Moz found in World

Source: GFL & MinEx Consulting

Current gold mine production is about 75Mozpa

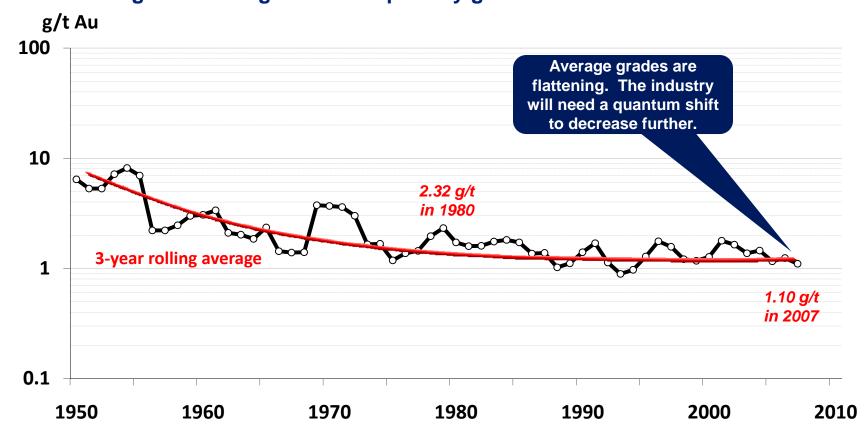


- Review of the gold industry's discovery performance
  - Discovery trends
  - Exploration funding effectiveness is declining
- Key issues
  - The traditional search space is depleting
  - Junior sector performance
- Strategic responses
  - Need to increase greenfields exploration
  - Majors to provide alternative funding source to the junior sector

# Steady decline in resources being discovered



Average resource grade for all primary gold discoveries >1Moz in the world



#### Driven by technological improvements (economies of scale, CIL, heap leaching)

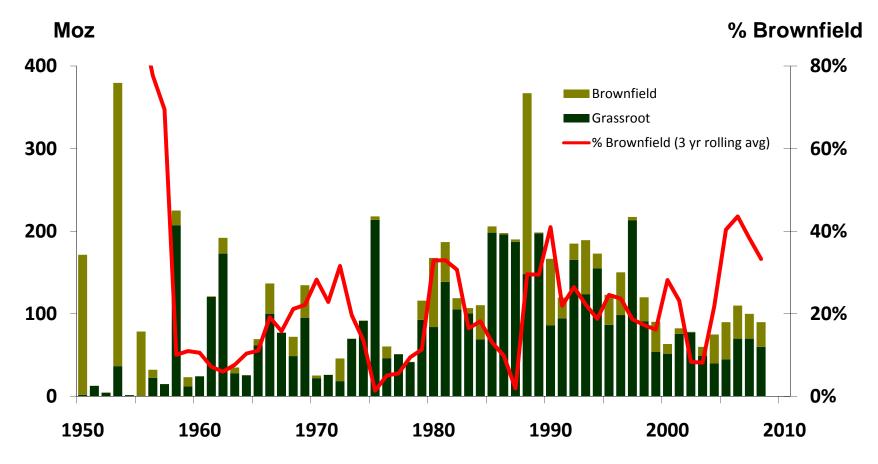
Note: Excludes deposits where gold is a by-product (<50% of mine revenue)

Source: GFL/MinEx Consulting

Are these grades sustainable in an energy constrained world?



27% of all gold found since 1950 comes from brownfields discoveries



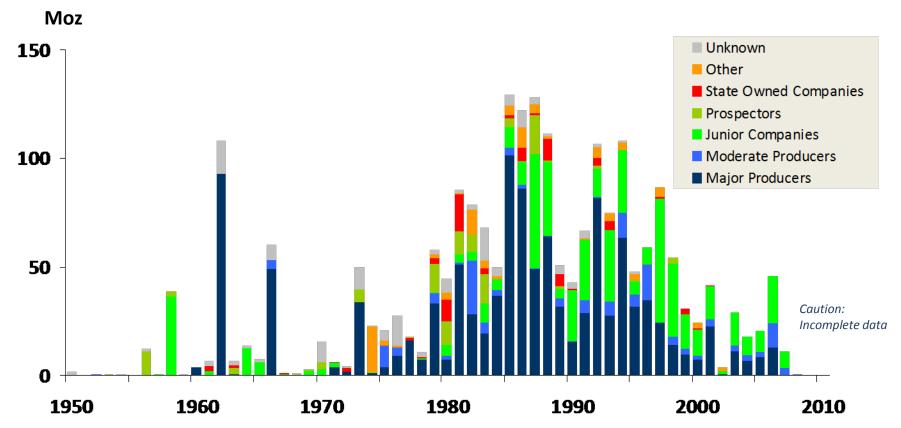
Note: By-product gold is mainly associated with copper and other base-metal deposits

Source: GFL/MinEx Consulting

Is the industry doing enough greenfields exploration?

Gold Fields

#### Primary gold deposits >0.1 Moz found in Western World from greenfields exploration



Note: Have pro-rated shared discoveries Caution: Chart excludes deposits with unknown discovery date, or deposits not captured in the database

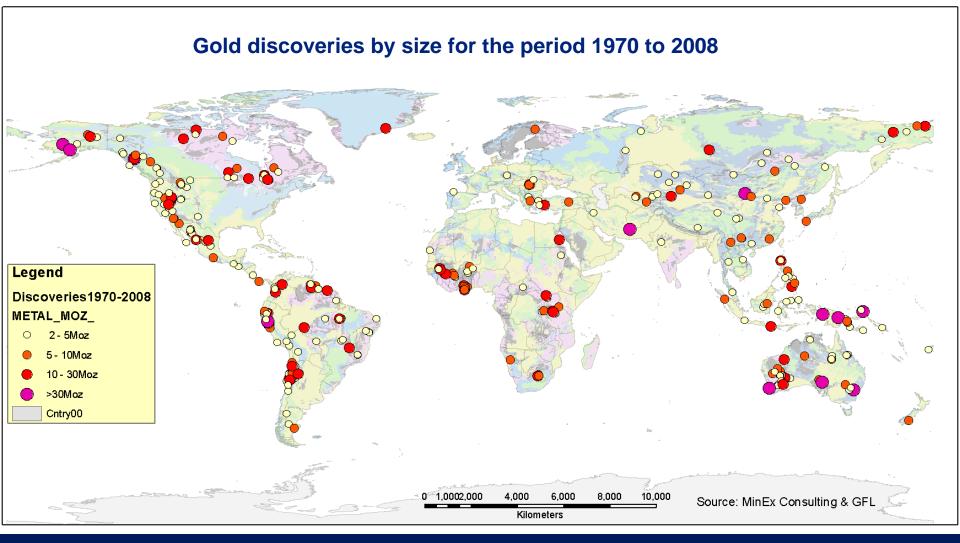
Source: GFL/MinEx Consulting

In 2007 and 2008 juniors funded about 60% gold exploration



## **Discoveries well distributed**

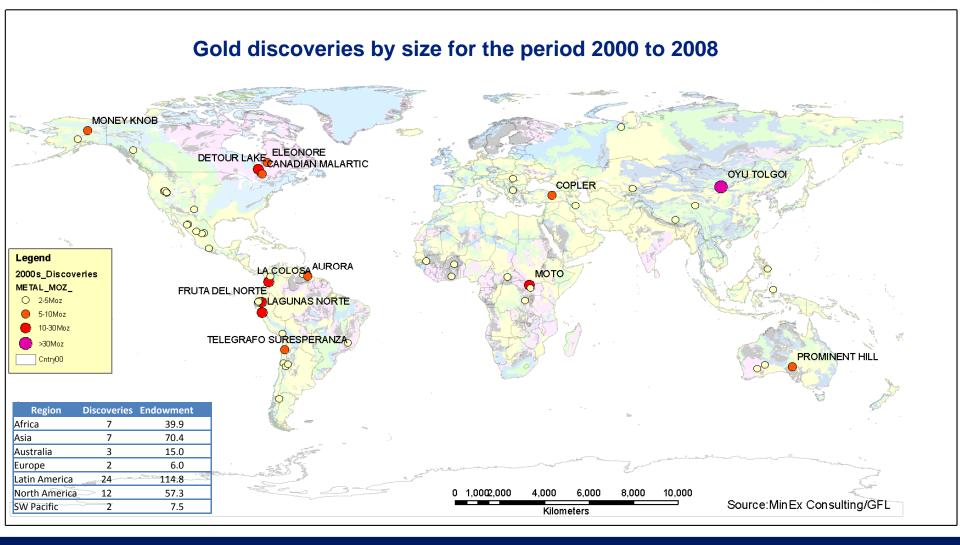




# Maps the known gold belts – but .....

## **Recent discoveries in new areas**





## Traditional developed areas poorly represented

Total world greenfields discoveries including by-product gold Moz 300 High Risk Moderate Risk Traditional districts are Low Risk being depleted 200 100 Estimate 0 1960 1970 1980 1990 2000 2010 1950

Note: Excludes brownfields discoveries

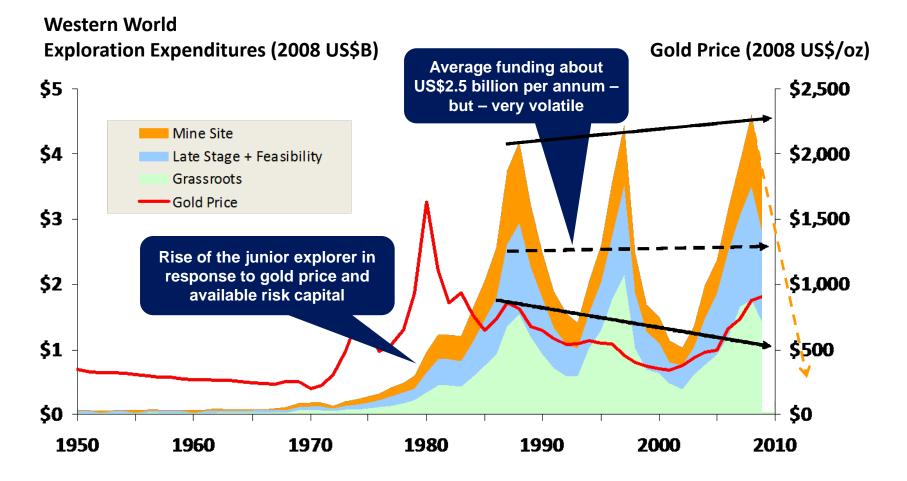
Internal political and operating risk ranking

Source: GFL/MinEx Consulting

GOLD FIELDS

Over 70% of the ounces discovered over the last 10 years in riskier areas





Sources: MinEx Consulting + MEG (from 1992 onwards)

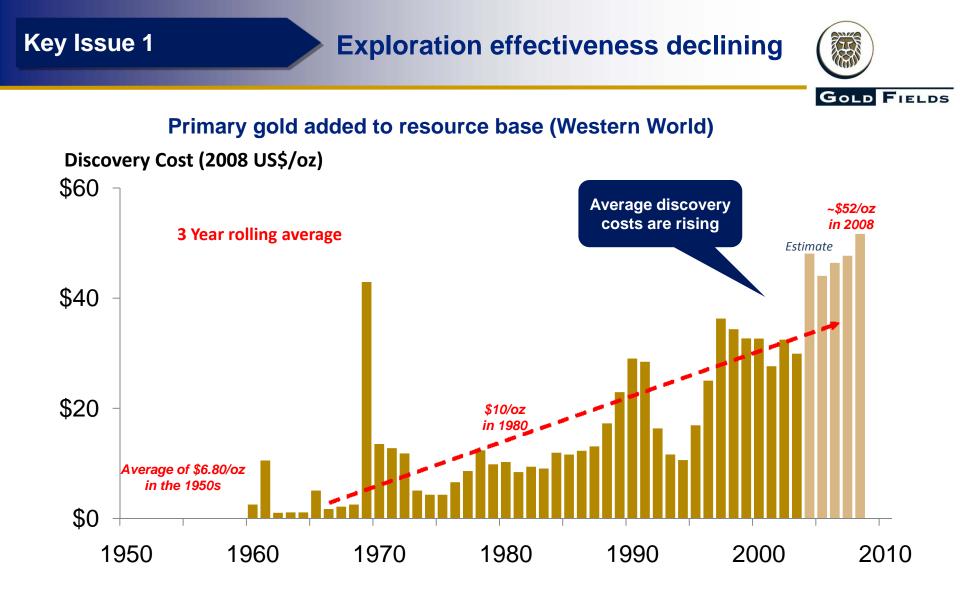
Majors spend about \$500 million to \$1 billion p.a.

GOLD FIELDS Ratio of in-situ value of gold found per exploration dollar spent 250 5-year rolling average 200 150 average per decade 105 i.e. \$1 spent on exploration delivers 100 83 about \$11 of value in-the-ground 50 42 23 0 1960 1980 1950 1970 1990 2000 2010

Note: Based on primary gold deposits found in the western world versus associated expenditures on grassroots and late stage exploration

Source: GFL/MinEx Consulting

Decline in spite of a real gold price increase from ~\$400/oz to ~\$900/oz



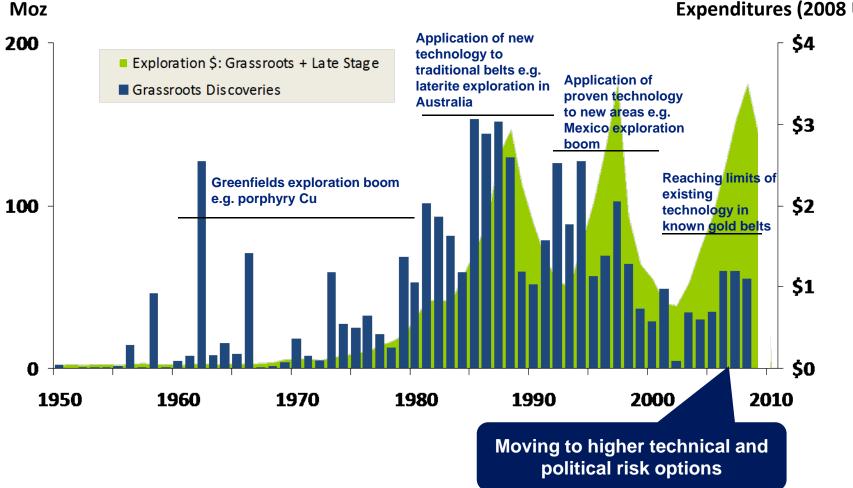
Note: Based on all deposits >0.1 Moz. Includes adjustment for deposits with no reported discovery year

Source: GFL/MinEx Consulting/MEG

Cost per ounce resource discovered is increasing

### Key issue 1





Require new technologies to open new search space

#### Expenditures (2008 US\$B)



#### Primary gold discoveries from greenfields exploration - World: 1992-2008

	Majors + Intermediates	Juniors + Prospectors
Greenfields and late stage exploration funding	40%	59%
Number of deposits found >0.1Moz	49%	44%
Ounces found	59%	36%
Average size of discovery	3.2Moz	2.2Moz
Cost per discovery (2008 US\$M)	\$104M	\$174M
Cost per ounce (US\$2008/oz)	\$33/oz	\$80/oz

Note: Have pro-rated the "unknown" deposits across both groups

Source: GFL/MinEx Consulting/MEG

# This is a structural issue .....



- Uncertain and cyclical funding creates inefficient exploration
  - Focus on brownfields revitalisation rather than new greenfields
  - Loss of exploration momentum during funding lows
- The equity markets reward growth in in-ground resources
  - Again imperative for greenfields exploration low
  - Quality of resource often not the focus
- Will the recent credit crisis have lasting implications?
  - Due to its severity investors likely to remain risk-averse for longer
  - Banking sector less willing to provide debt to riskier ventures

# Greenfields exploration likely to decrease further ...



- Industry is not sustaining itself longer term
  - Discovery deficit gradual depletion of traditional areas
  - Declining quality of resource inventory
  - Increasing cost of replacing resources/reserves
- Need to discover and develop the next generation of gold projects and provinces – through greenfields exploration
  - Requires investment in research and development
  - Requires government support
- Successful greenfields exploration requires a sustained commitment

# The industry needs to leverage the talent of the junior sector



- Major companies need to invest more available cashflow into greenfields exploration
  - Gold Fields has maintained and strengthened its greenfields budget
  - Peers are also showing commitment
- Major junior partnerships
  - Leverage the junior sector's skills into greenfields exploration
  - Provide a consistent source of greenfields exploration funding
  - Junior companies focused and often more effective in riskier countries
  - Majors have more capacity to develop large discoveries and provide flexible funding options for juniors

# The industry will need to play catch-up to recover





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A discovery is said to be an accident meeting a prepared mind