

ANNUAL GENERAL MEETING 30 May 2013



# **Board Members**

#### Non-executive Chairman

Mr. Shuijian Zhang

### **Managing Director & CEO**

• Mr. Paul Arndt (Member of the Contracts Committee)

## **Executive Director & General Manager, Metals Marketing**

Mr. Minzhi Han

#### **Non-executive Directors**

- Mr. Patrick O'Connor (Deputy Chairman, Chairman of the Audit & Risk Management Committee, and Chairman of the Contracts Committee)
- Ms. Anna Liscia (Chair of the Diversity, Remuneration & Nominations Committee and Member of the Audit & Risk Management Committee and the Contracts Committee)
- Mr. Wen Wang (Member of Audit & Risk Management Committee and the Diversity, Remuneration & Nominations Committee)





# **Disclaimer and Important Notice**

#### Disclaimer:

This presentation contains forward looking statements that are subject to risk factors associated with an underground mining business.

Where the company expresses or implies an expectation or belief as to future events or results, such expectation or belief is expressed in good faith and believed to have a reasonable basis. However, forward looking statements are subject to risks, uncertainties and other factors, which could cause actual results to differ materially from future results expressed, projected or implied by such forward looking statements. Such risks include, but are not limited to metals price volatility, currency fluctuations, production performance, increased production costs and variances in ore grade or recovery rates from those assumed in mining plans, project delay or advancement, environmental risks, approvals and cost estimates, as well as political and operational risks in the countries and states in which we sell product to, shipping risks and governmental regulation and judicial outcomes.

The company does not undertake any obligation to release publicly any revisions to any forward looking statement to reflect events or circumstances after the date of this presentation, or to reflect the occurrence of unanticipated events, except as may be required under applicable securities laws.

All references to dollars, cents or \$ in this presentation are to Australian currency, unless otherwise stated. References to "Perilya" or "company" are references to Perilya Limited (ABN 85 009 193 695) or its applicable subsidiaries.

All references to production volumes and costs for 2012 are unaudited production volumes and costs and are subject to final assay results, which are pending.

#### Competent Person Statement:

The information contained in this presentation relating to:

- The Ore Reserves for Southern Operations is based on information compiled by Mr Darren Slade who is a full-time employee of Perilya and is a Member of the Australasian Institute of Mining and Metallurgy.

  Mr Slade has sufficient experience which is relevant to the style of mineralisation and type of deposit under consideration and to the activity which he is undertaking to qualify as a Competent Person as defined in the 2004 Edition of the 'Australasian Code for Reporting of Exploration Results, Mineral Resources and Ore Reserves'. Mr Slade consents to the inclusion in this presentation of the matters based on the information in the form and context in which it appears.
- The information in this presentation that relates to the Broken Hill Mineral Resources, which includes the Southern Operations, Silver Peak, North Mine Uppers, Potosi, Central Blocks, Flying Doctor, Pinnacles (1130 and Henry George deposits) and North Mine Deeps is based on information compiled by Mr. Noel Carroll who is a full-time employee of Perilya and is a member of the Australian Institute of Geoscientists.

  Mr. Carroll has sufficient experience which is relevant to the style of mineralisation and type of deposit under consideration and to the activity which he is undertaking to qualify as a Competent Person as defined in the 2004 Edition of the 'Australasian Code for Reporting of Exploration Results, Mineral Resources and Ore Reserves'. Mr. Carroll consents to the inclusion in this presentation of the matters based on the information in the form and context in which it appears.
- The information in this presentation that relates to Ore Reserve for the Cerro de Maimón mine and the Mineral Resource at the Moblan Lithium Project are based on information compiled by Mr Arnt Eric Olson who is a full-time consultant to Perilya and is a Fellow of the Australian Institute of Mining and Metallurgy. Mr Olson has sufficient experience which is relevant to the style of mineralisation and type of deposit under consideration and to the activity which he is undertaking to qualify as a Competent Person as defined in the 2004 Edition of the 'Australasian Code for Reporting of Exploration Results, Mineral Resources and Ore Reserves'. Mr Olson consents to the inclusion in this presentation of the matters based on the information in the form and context in which it appears.
- The information in this presentation that relates to the Mineral Resource for the Cerro de Maimón mine is based on information compiled by Mr Geoff Bullen who is a full-time employee of Perilya and is a member of the Australian Institute of Geoscientists. Mr Bullen has sufficient experience which is relevant to the style of mineralisation and the type of deposit under consideration and to the activity which he is undertaking to qualify as a Competent Person as defined in the 2004 Edition of the 'Australasian Code for Reporting of Exploration Results, Mineral Resources and Ore Reserves'. Mr Bullen consents to the inclusion in this presentation of the matters based on the information in the form and context in which it appears.

#### Notes:

Unless otherwise stated, all Mineral Resources figures reported represent estimates at 30 June 2012. Rounding, conforming to the JORC Code, may cause some computational discrepancies.

Mineral Resources are reported in accordance with the Australasian Code for Reporting of Exploration Results, Mineral Resources and Ore Reserves (The Joint Ore Reserves Committee Code – JORC).



## **Our team – Key Management**



Paul Arndt
BSc, MSc, Grad Dip Engineering
Managing Director and Chief Executive Officer

Paul Arndt was appointed as Executive General Manager of Operations and Development in February 2008 and subsequently appointed Managing Director and Chief Executive Officer of Perilya on 25 November 2008 following approval at the Perilya AGM.

Former roles include senior general management positions with Newcrest Mining Limited at their Telfer operation in Western Australia, Pasminco Limited's Cockle Creek smelter in Boolaroo (NSW), and MIM Holdings Limited's Britannia zinc and lead operation in Avonmouth (UK).



**Angelo Christou** BCom Chief Financial Officer

Angelo Christou was appointed Chief Financial Officer on 19 August 2010. Angelo has over 33 years of extensive accounting, finance and management experience in diverse industries including Mining and Engineering, Oil and Gas, Construction, Manufacturing, and Retail/Wholesale.

Angelo has primary responsibility for Perilya's financial management and his strong commercial and operational background further enhances the M&A skills within the executive group.





**Han Minzhi**BA Business Administration
Executive Director and General Manager, Metals Marketing

Minzhi Han was appointed Non-Executive Director of Perilya on 5 February 2009 following approval at the Perilya EGM and subsequently appointed as General Manager, Metals Marketing in July 2011. Minzhi is a senior commercial executive with over 26 years of experience in trading base metals and base metal concentrates, with particular focus in zinc and lead metals and concentrates. Before joining Perilya, he was the General Manager of the commercial department of Zhongjin Lingnan with responsibility for marketing and trading primarily lead and zinc metals and concentrates. He was also responsible for hedging and derivative trading at Zhongjin Lingnan.

Minzhi joined the Zhongjin Lingnan group in 1987 and worked initially with the China National Nonferrous Metal Imp & Exp Corp. Shenzhen Branch. In 1996 he was appointed the Vice General Manager of Shum Yip Nonfemet Hong Kong Ltd and is currently a director of Shum Yip Nonfemet Hong Kong Ltd.



Paul Marinko LLB (Hons) General Counsel and Company Secretary

Paul was appointed as Perilya's General Counsel in April of 2007 and Company Secretary on 25 November 2008. Paul is a barrister and solicitor and was admitted to practice in the Supreme Court of Western Australia and the Federal and High Courts of Australia in 1993.

Paul has over 20 years of legal, corporate and commercial experience with a particular focus on corporate M&A activity. Paul has also previously served as company secretary for an Australian publicly listed entity.





Andrew Lord
BEng (Hons) (Mining Engineering)
Executive General Manager Americas & President of CMD

Andrew Lord commenced employment with Perilya in May 2008 as the General Manager of the Company's Southern Operations at Broken Hill. In September 2008 Andrew lead the site team charged with downsizing the Broken Hill operations with the overall aim of returning the operations to profitability. Under Andrew's strong leadership Broken Hill has gone through a major restructure that has given the operation a new life with a far more competitive cost base and seen Perilya actively invest in the future expansion through the development of the Potosi Silver Peak mine. Andrew's work has been pivotal in providing the stable base and strong platform for growth that exists in Perilya today. In November 2012 Andrew replaced Peter Trout as Executive General Manager Americas and President of CMD and he currently oversees Perilya's activities in the Dominican Republic.

Andrew is a mining engineer with more than 30 years experience in project development and mine management. Andrew's experience has been derived from operations in most states of Australia and also in Indonesia. Prior to joining Perilya Andrew was employed by Newcrest Mining as the Mining Manager and General Manager of the Cracow Gold Mine. Previously Andrew held senior management roles in Renison Tin mine and at The Eloise Copper mine.



**Dr Peter Trout** 

BEng (Hons), PhD (Mining Engineering), MAusIMM General Manager – Projects and Acquisitions

Peter Trout commenced employment with Perilya in February 2010 with responsibility for the Mount Oxide Project Feasibility Study. He was appointed to the role of Executive General Manager - Americas in January 2011 to oversee Perilya's activities in the Dominican Republic and Canada. In this role Peter successfully facilitated the smooth transition of the former GlobeStar assets to Perilya's ownership and implemented a range of performance improvements. Peter returned to Australia in February 2013 to assume the role of General Manager for Projects and Acquisitions. He is currently responsible for managing the pursuit of acquisitions and internal development projects outside the Dominican Republic and Broken Hill corridor.

Peter is a mining engineer with more than 18 years of operational, project development and general management experience. He has held senior roles at large scale underground and open pit metalliferous mining operations in Australia and PNG including Newcrest Mining Limited's Telfer and Ridgeway operations and MIM Limited's Mount Isa Mine. Prior to joining Perilya, Peter was Newcrest's representative for the Morobe Mining Joint Venture in PNG with Harmony Gold Mining Company.





#### **David Hume**

B.Sc (Mining)
General Manager Broken Hill Operations

In November 2012, David commenced employment with Perilya as the General Manager of the Company's Broken Hill Operations.

David is a qualified Mining Engineer with over 25 years of experience in operation, development and management of hard rock mines, predominantly in Australia. Prior joining Perilya, David was a mining executive at Harmony Gold Ltd., where his role included being responsible for the development, commissioning and operation of the Hidden Valley Au/Ag mine. The mine was commissioned in July 2009 and is now producing approximately 200,000 Oz Au and +1,500,000 Oz Ag per annum. David also had responsibility for driving Harmony's primary strategic growth project in South East Asia, the Wafi-Golpu Cu/Au project.



#### **Martin Jones**

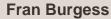
B.AppSc (Geology), MAusIMM, MAIG Chief Geologist

Martin Jones has extensive local and global experience in mineral exploration and resource development over 27 years, with a focus on base and precious metals. Martin is responsible for Perilya's Australian geology and exploration activities and provides technical support for Perilya's exploration business development.

Prior to joining Perilya in 2007, Martin spent 13 years working for the Normandy/Newmont group in Senior geological management positions of which 10 years was spent in South East Asia.

Martin worked on the world class Martabe Gold Project in Indonesia during the early stages of discovery and managed Martabe's site activities through the resource definition and feasibility stages for Newmont until it was sold in 2006. As District Exploration Manager Martin then managed Newmont's remote Tanami exploration effort.





BSc Tech (Mineral Processing), BAppEcon, BAppSc (Environmental Management), MBA, F AusIMM,Cp (met), AICD, GT IEAust, GMA, IICA

General Manager, Projects & Group Metallurgy

Ms Burgess commenced employment with Perilya in June 2011 to take on responsibility for Projects and Developments within Australia and to bring an experienced metallurgical skill-set to the Management team.

Fran has a wealth of mining, metallurgy and processing experience having previously served as the General Manager Operations, Group Office Zinifex, Oz Minerals and MMG Ltd with a focus on operations at the Century Mine, Rosebery Mine, Prominent Hill Mine, Golden Grove Mine, Avebury Mine and the Sepon Mine in Laos.

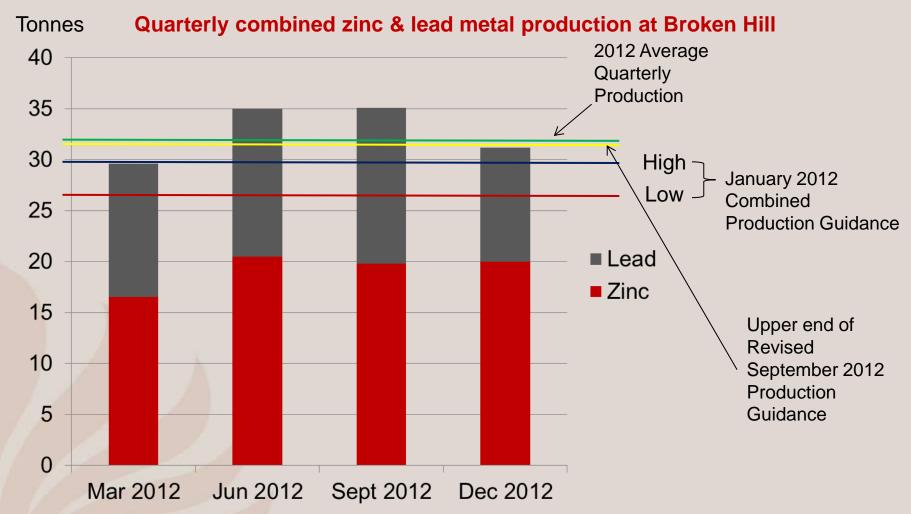
Fran has responsibility for Perilya's development projects in Australia outside of Broken Hill, such as Perilya's projects in the highly prospective Flinders region in South Australia, which includes North Moolooloo's high grade zinc silicate project and the Mount Oxide copper project.







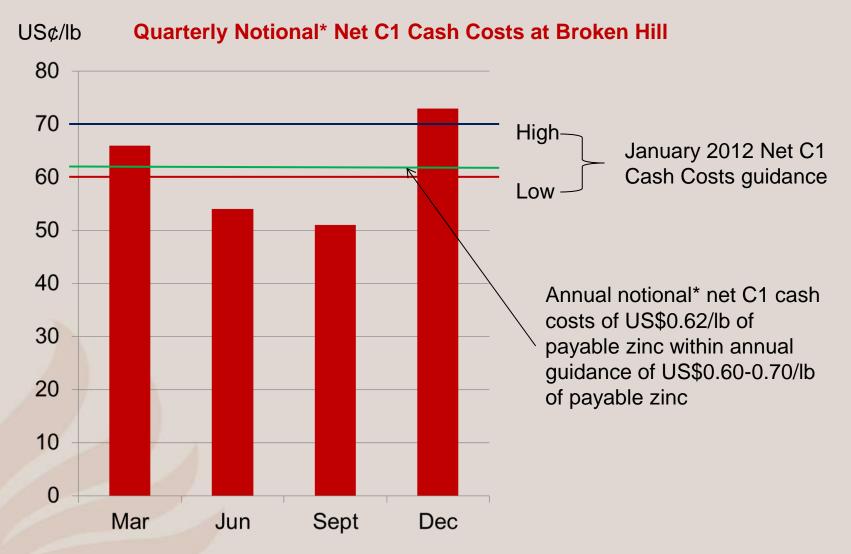
# 2012 Operational & Financial Results – Broken Hill



Annual combined zinc & lead metal production of 130,953t exceeding both the January 2012 guidance of 110,000-120,000t and revised September 2012 guidance of 125,000 – 130,000t.



# 2012 Operational & Financial Results - Broken Hill



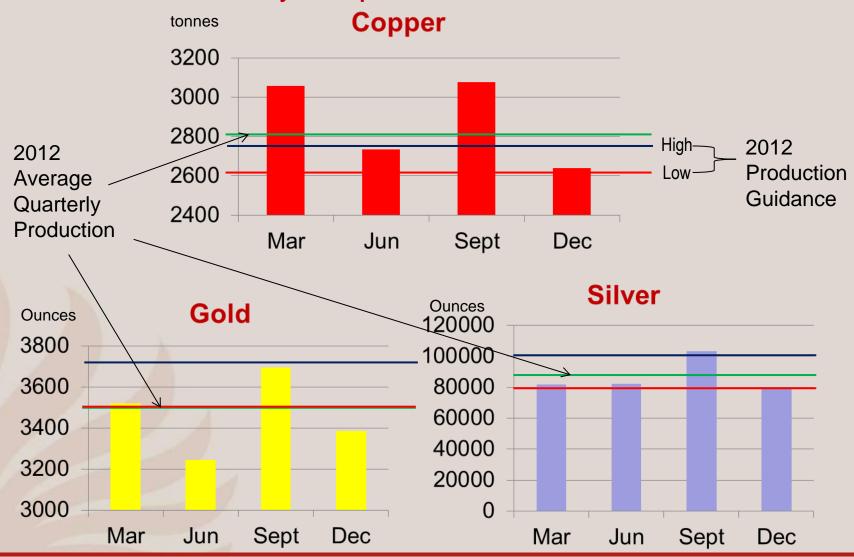
<sup>\*</sup> Notional net C1 cash cost assumes that all production including by products produced during the quarter are sold during the quarter





# 2012 Operational & Financial Results – Cerro de Maimón

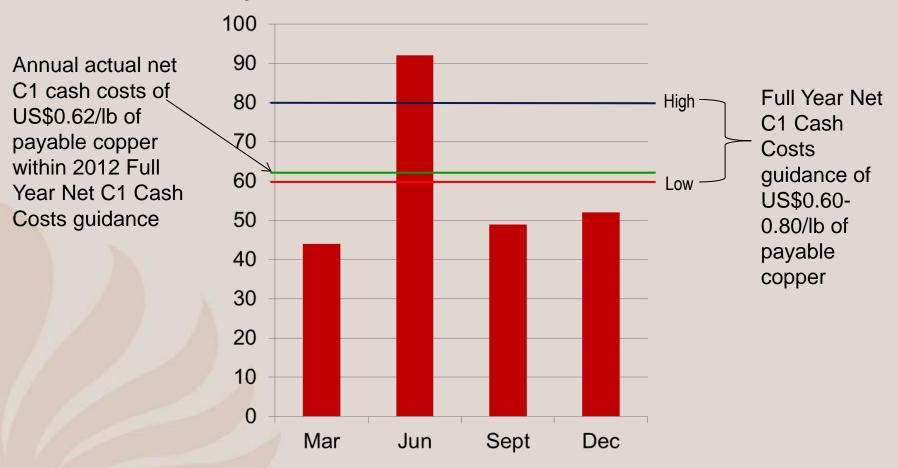
**Quarterly metal production at Cerro de Maimón** 





# 2012 Operational & Financial Results – Cerro de Maimón

#### US¢/lb Quarterly Notional\* Net C1 Cash Costs at Cerro de Maimón





# **2012** Mine Life Extensions & Resource Upgrades

# **Long life Mining Assets**

- ➤ Significant increase in Reserve & Resource for Cerro de Maimón which indicates a more than 24% increase in contained copper relative to the previous Mineral Resource dated 31 December 2010.
- Release of a new updated Mineral Resource and Ore Reserve statement for Broken Hill with a new life of mine plan for the Southern Operations developed showing an extended economic production life of 10 years from 30 June 2012, of which the first 8 years is based on the Ore Reserve.
- Significant mineral resources existing outside of the reported Broken Hill Ore Reserve which could be converted to Ore Reserves at a later date; providing further opportunity to extend the life of mine.
- The Company anticipates releasing a Mineral Resource update for the Potosi/Silver Peaks Project during 2013.



# **Dominican Republic Programs**

#### Cerro de Maimón Concessions

- Drilling programs in 2011 and 2012 successful in extending previous Cerro de Maimón (CDM) resource model
  - ➤ Footwall mineralised lens recently intercepted is open in a number of directions could provide further opportunity?
- ✓ Developing CDM Geological knowledge important in understanding nearby targets now investigating extensions along CDM trend incorporating geophysics and soil geochemistry
- ✓ Assessing other targets to determine if there is any potential economic viability.
  - Loma Pesada prospect resource being updated (non JORC Resource of 1.4 Mt of 1.97 % Cu)
  - Aligning non JORC Resources to JORC and prioritising these according to potential

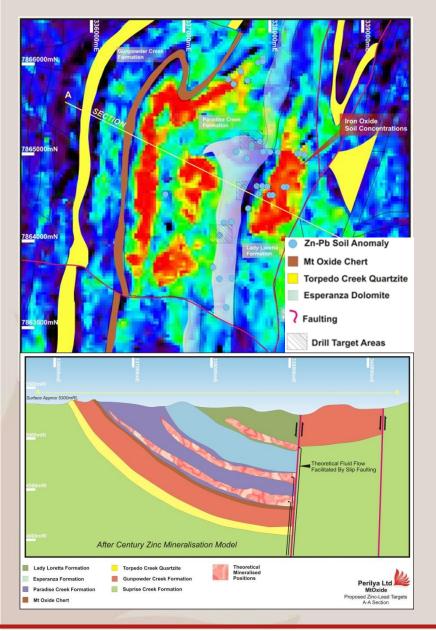
### **Bayaguna District**

- Systematic approach working well to develop targets for drill testing
  - Dona Armanda a high priority porphyry copper gold target with drilling planned upon renewal of concession



# **Preliminary Loma Pesada Block Model** Loma Pesada (copper/zinc) Xstrata Barrick-Goldcorp Pueblo Viejo Gold Nickel Kiosko Bonao, (gold/copper) Cerro de Maimón Mine (copper/gold/zinc/silver) Amanda/Loretta (copper) 30 km Santo Domingo

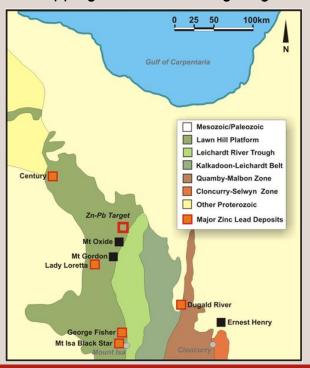




## **Theresa Zinc Target**

Theresa zinc target is contained within the same Mid-Proterozoic sediments that host the Century, Mount Isa, George Fisher, MacArthur River giant zinc-lead deposits

- NITON (hand held XRF) sampling in 2011 produced a number of widespread zinc anomalies.
- Follow-up soil sampling underway with reconnaissance geological mapping to assist drill targeting





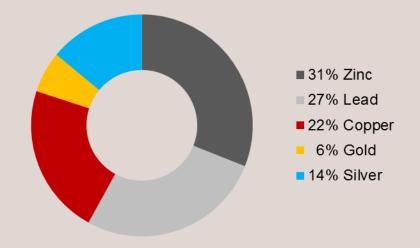


# **Key Group Financial Results 2012**

# **Key Group Financials (A\$m)** (Financial Year 2012)

	12 months to 31 Dec 2012	12 months to 31 Dec 2011	
	A\$'000,000	A\$'000,000	
Cash Balance (As of 31 Dec)	37.63*	36.37	
Total Assets (As of 31 Dec)	666.94	633.84	
Net Assets (As of 31 Dec)	381.64	355.14	
Earning before tax	39.27	52.96	
NPAT	27.72	38.75	
Net Cash-flow from Operations	65.19	67.44	
Cash Operating Margin - Broken Hill	US\$0.26/lb Zn	US\$0.43/lb Zn	
Cash Operating Margin – Cerro de Maimón	US\$2.98/lb Cu	US\$3.60/lb Cu	

#### **Breakdown of Revenues in 2012**





Includes approximately \$39.2 million spent during 2012 on the Potosi/Silver Peak Mine development

# **2013 Strategic Focus**



# **Looking Forward – The 2013 Economic Environment**

### **Challenging Environment**

- ➤ 2013 is presenting itself as a difficult year for miners highlighted by a turbulent economic environment with rapid changes.
- In the first 5 months of this year alone we have seen a 15% fall in both zinc and lead prices in Australian dollar terms.
- Australian dollar zinc and lead prices are now significantly lower than in 2008 at the time Perilya undertook a significant restructure and down-sizing of its Broken Hill operations in order to survive the then rapid fall in metal prices and difficult equity and debt markets:

	AUD Zinc Price	AUD lead price
August 2008	\$1,950	\$2,160
April 2013	\$1,790	\$1,950

Our business, particularly in Broken Hill, is highly geared to changes in metal prices & exchange rates, the impact on both cashflow and profit before tax for Broken Hill is in the order of:

\$0.01 movement in AUD v's US\$ = ~\$2.5 million on profit 1% movement in zinc/lead prices = ~\$2.5 million on profit



# **5 year AUD Zinc Price Chart**



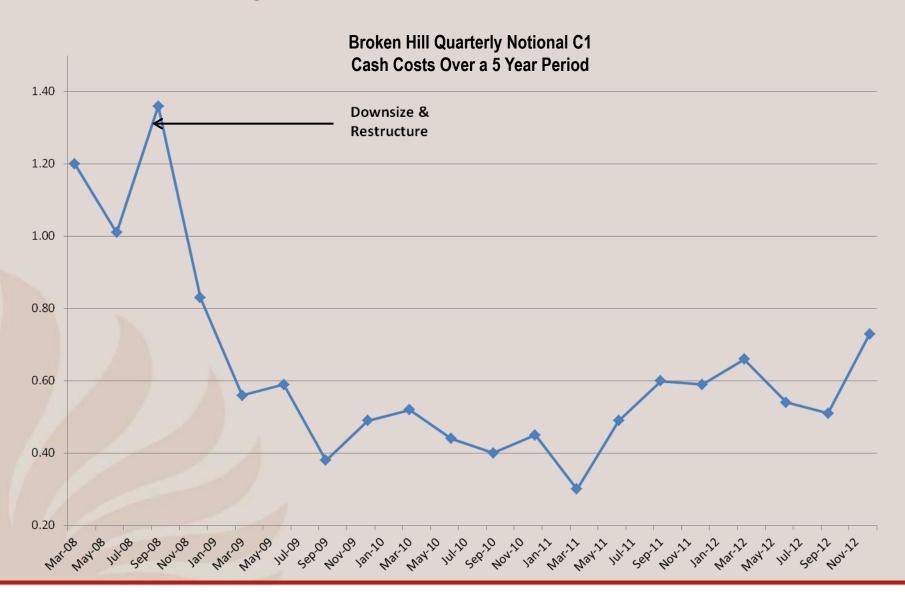


# **5 year AUD Lead Price Chart**





# Tight Control of Costs Over a Sustained Period



# Sustained Improvement in Profitability

### **Perilya Ltd Six Monthly Net Profit After Tax Results**



# What are we Doing in Response to 2013's Challenges?

In response to the further significant deterioration in Australian dollar metal prices year to date for 2013, particularly for lead and zinc, Perilya has undertaken the following initiatives at Broken Hill:

### ✓ Potosi Development early transition to Owner Operation:

- Contractor demobilised in March and successful recruitment & transfer of Perilya workforce.
- Transfer of under-utilised mining equipment from Southern operations.
- Revised mine plan at Potosi ensuring that mining will be developed and undertaken in a more economically sustainable manner more suitable to the current economic climate.
- Immediate cost reduction of ~\$2 million per month.

### Limited redundancy and reduction in use of contractors

- 17 staff positions made redundant at Broken Hill.
- Reduction of in use of contractors showing savings in the order of \$300,000-\$400,000/month.

## Renegotiation of supply agreements

Already showing savings in the order of \$500,000/year.

## ✓ Reduction in discretionary capital expenditure

Reduction of \$12.4 million against Plan for 2013.

Total value of costs savings initiated to date against Plan are in the order of 32.5 million for 2013, this in addition to the reduce capital expenditure.



# **2013 Strategic Focus**

#### **Key Focus**

- Continue to develop organisational culture that proactively drives development and implementation of the highest standards of occupational health and safety.
- Manage operations to be cash accretive through current low metal price environment and continue to implement prudent cost reduction strategies.
- Derive maximum potential from operating mines in a sustainable manner.
- Actively participate in the M&A market and take advantage of lower asset prices to acquire as opportunities present.
- Progress drilling at Potosi/Silver Peaks and provide a Resource update for the project in the second half of 2013.
- Progress development and implementation of cadmium and zinc removal circuit at Cerro de Maimón and the potential development of an underground mine at Cerro de Maimón.
- Progress internal development projects in an economically prudent and sustainable manner.





