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## Caledonia Mining: Overview

#### Caledonia:

Profitable unhedged gold producer

- Established, profitable gold producer, now expanding production from the Blanket Gold Mine in the Gwanda Greenstone Belt, Zimbabwe
- Jersey domiciled company; listed on NYSE MKT, TSX and AIM
- US\$8.1m at 30 June 2018
- 2017 trailing P/E approximately 4.5x

#### Blanket Gold Mine:

Established with substantial production growth and cost reduction planned

	<b>Production (oz)</b>	AISC (\$/oz)
2016 Actual	50,351	\$912/oz
2017 Actual	56,135	\$847/oz
2018 Guidance	55,000 - 59,000	\$845 - \$890/oz
2021 Target	80,000	\$700-\$800/oz*

- M&I Resources of 714koz at 3.98g/t, Inferred resources of 887koz at 4.99g/t
- Fully funded investment program supporting a 14 year life of mine
- Significant on-mine and regional exploration upside

#### Dividend

- 6.875 US cents per share per quarter
- 4.5% yield (3 September 2018)

<sup>\* 2021</sup> target AISC is C3-On-mine cost per the Technical Report published in Feb 2018 after adjustment for head office expenses and removal of intercompany margin. No account taken of export incentive credits or potential savings arising from increased efficiency of the central shaft



## Building a solid track record

Built on production growth, good cost control and capital investment

Caledonia Mining has built a solid track record with three years of rising production and declining unit operating costs, this has delivered solid and growing operating cash flow which has supported significant capital investment in the Blanket mine which will deliver the company's growth ambition of 80,000 ounces by 2021

	2015	2016	2017	CAGR
Revenue (\$k)	48,977	61,992	69,762	19%
Gold Production (oz)	42,802	50,351	56,133	15%
Operating Cash Flow (\$k)	6,869	23,011	24,512	89%
Capital Investment (\$k)	16,567	19,882	21,639	14%
Cash (\$k)	10,880	14,335	12,756	8%
Attributable Profit (\$k)	4,779	8,526	9,384	40%
Return on Shareholders Funds (%)	10%	15%	15%	N/A
Adjusted EPS (USc/share)	44.5	98.6	135.4	74%



# **Quarterly Operating Metrics**

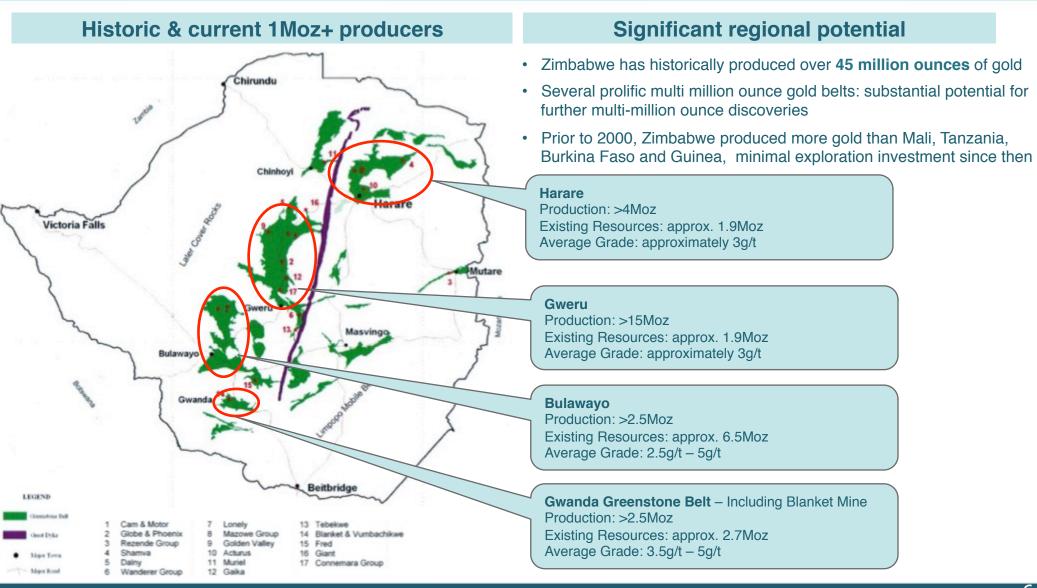
	2017				2018		
	Q1	Q2	Q3	Q4	Q1	Q2	
Tonnes Milled	124,225	136,163	136,064	150,755	123,628	132,585	
Average Grade (g/t)	3.42	3.08	3.52	3.62	3.48	3.19	
Average Recovery (%)	93.7	92.8	93.6	93.6	93.4	92.8	
Gold Produced (oz)	12,794	12,518	14,396	16,425	12,924	12,657	
Average Realised Gold Price (\$/oz)	1,213	1,235	1,265	1,256	1,312	1,278	
On Mine Costs (\$/oz)	659	696	638	556	687	717	
All in Sustaining Costs (\$/oz)	857	855	773	901	832	856	
G&A Costs (\$m)	1,441	1,493	1,607	1,370	1,542	1,660	

- Grade is expected to increase to approx. 4 g/t in 2020 in terms of the mine plan; recovery is expected to return to 93.5% following the installation of a new oxygen plant in late 2018
- On mine costs increased in Q2 2018 due to the inclusion of the costs of the pilot plant and the costs of trackless and other equipment used in the declines. The operation of declines is more expensive than a shaft operation; these costs are expected to normalise after the central shaft is commissioned in 2020 and declines are phased out of operation.
- AISC includes the increase of the export credit incentive paid by the Zimbabwe government which increased from 2.5% to 10% of gold sales with effect from February 2018.



# The Zimbabwe Opportunity

World-class gold potential, under-explored and under-capitalized



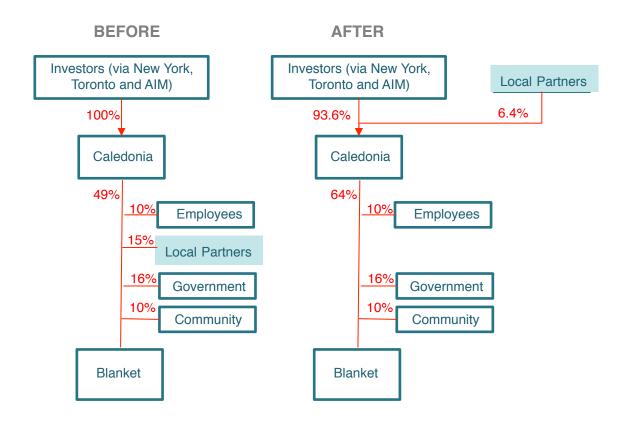


# Zimbabwe: signs of reform?

- November 2017: Mugabe forced from office by a popular mass-movement supported by the army
  - Emmerson Mnangagwa, previously a Vice-President becomes president
- New President has driven through legislation aiming to stimulate inward investment
  - Removal of indigenisation requirement for gold producers
  - Encourage new investment in agriculture
- Substantial fiscal incentives for most sectors, including gold producers and other exporters (e.g. tobacco)
  - "Export Credit Incentive" increased from 2.5% to 10% of revenue with effect from 1 February 2018
  - At a spot gold price of \$1,300/oz, gold producers receive \$1,341 per ounce, (after 1.25% early settlement discount and 5% royalty)
- Mnangagwa and Zanu-PF win the presidential and parliamentary elections in held in July 2018. However after a
  peaceful election campaign, the election results were marred by violence and accusations of malpractice
- Zimbabwe has substantial challenges before it can achieve sustained economic growth
  - Lack of foreign exchange leads to shortage of "liquidity": imports exceed exports and the country does not
    have its own currency, which results in shortages of foreign exchange which Blanket needs to pay for imports
  - High foreign debt
  - Government spending on consumption (wages and salaries) rather than investment



- Proposed increase in Caledonia's shareholding in Blanket from 49% to 64% as local partners "flip-up" from Blanket to a shareholding at Caledonia
  - Transaction is modestly enhancing for NPV-per-share
  - Caledonia will evaluate further transactions to buy out local partners
- Caledonia continues to evaluate further investment opportunities in Zimbabwe, both at Blanket and its satellite properties and in new areas





### Capital Structure & Financials

#### **Relative Performance**



Summary P&L (\$'m except /share data)	FY 2015	FY 2016	FY 2017
Revenues	49.0	62.0	69.8
EBITDA**	8.9	19.7	24.2
Profit after Tax	5.6	11.1	11.9
EPS – basic (cents)***	45	79.5	86.5
EPS - adjusted (cents)***	44	98.6	135.4

<sup>\*\*</sup> EBITDA is before Other Income

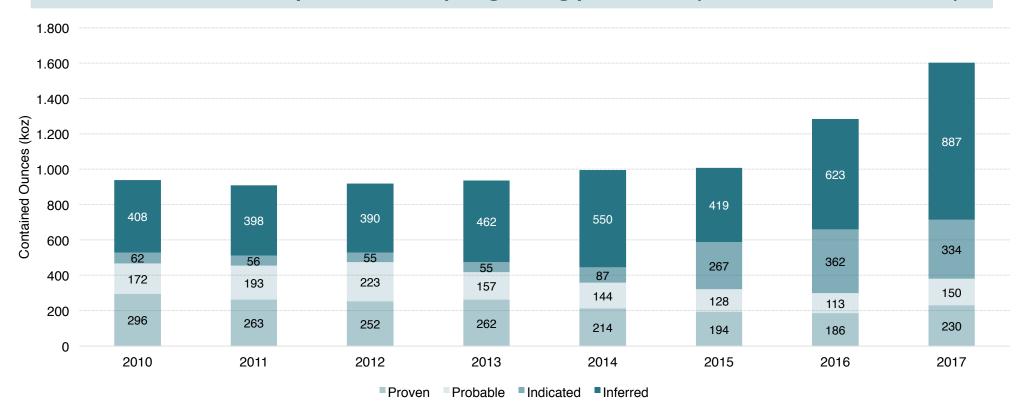
Capital Structure	
Shares in issue (m) *	10.6
Options (m)	0.046
Cash (30 June 2018)	\$8.1m
Net Assets (30 June 2018)	\$74.1m

<sup>\*</sup> Shares in issue reflect shares in issue at June 30, 2018. An additional 0.7m shares will be issued on completion of the "flip-up" of Fremiro from Blanket to Caledonia

Listing and Trading	
Share price (4 <sup>th</sup> September 2018)	\$6.09
Market capitalisation (US\$'m)	\$65m
52 week low/high (US\$)	5.16 - 9.90
Avg. daily liquidity (shares/day)	28,000
Shareholders	%
Management and directors	2.4
Allan Gray (South African Institution)	20.1
Sales Promotion Services	8.9

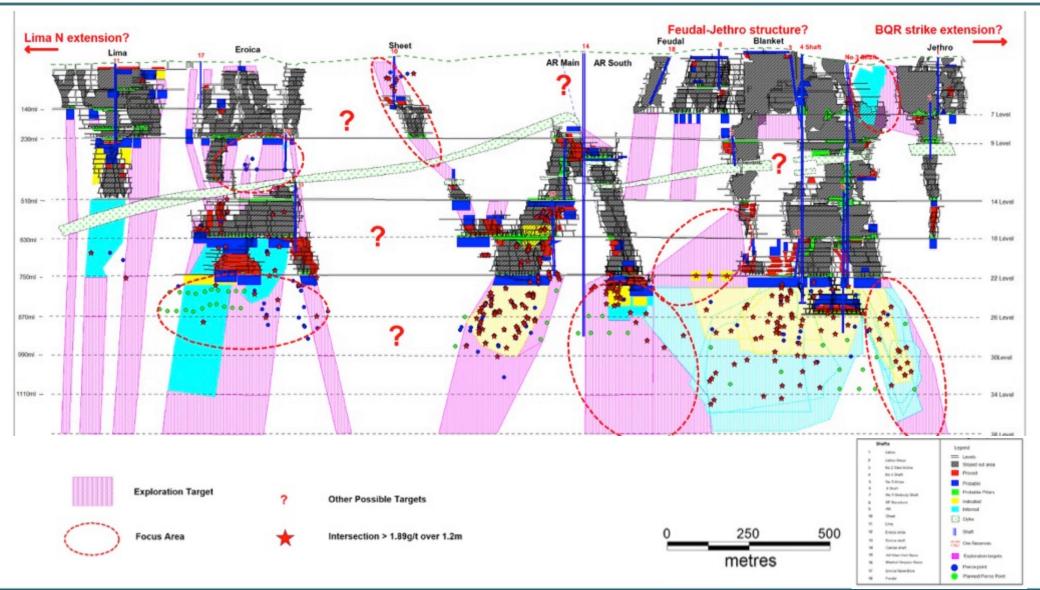
<sup>\*\*\*</sup> EPS numbers are after an effective 1 for 5 share consolidation on the 26th of June 2017

#### Consistent resource replacement despite growing production (250koz mined since 2011)



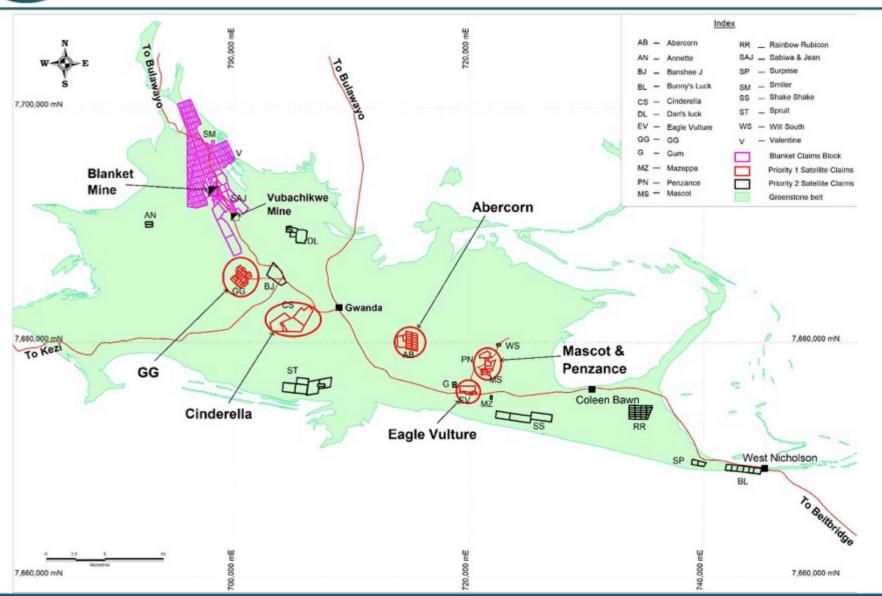
- Investment in infrastructure at depth will enable continued exploration drilling and resource delineation
- Grade remains well above mine head grade (M&I grade of 3.98g/t vs 2017 head grade of 3.4g/t)

# Significant Exploration Potential Significant focus areas for exploration within the mine footprint





# Exploration Opportunities At Blanket's satellite properties



Increase underground flexibility & rapid access to Blanket zone below 750m

Secure mine life to 2031

New Central Shaft 6m diameter; surface to 1,330m Scheduled for commissioning in 2020

Approx \$51m capital investment from 2018 - 2022 fully funded from internal cash flows

Enables significant opportunity for deep level exploration

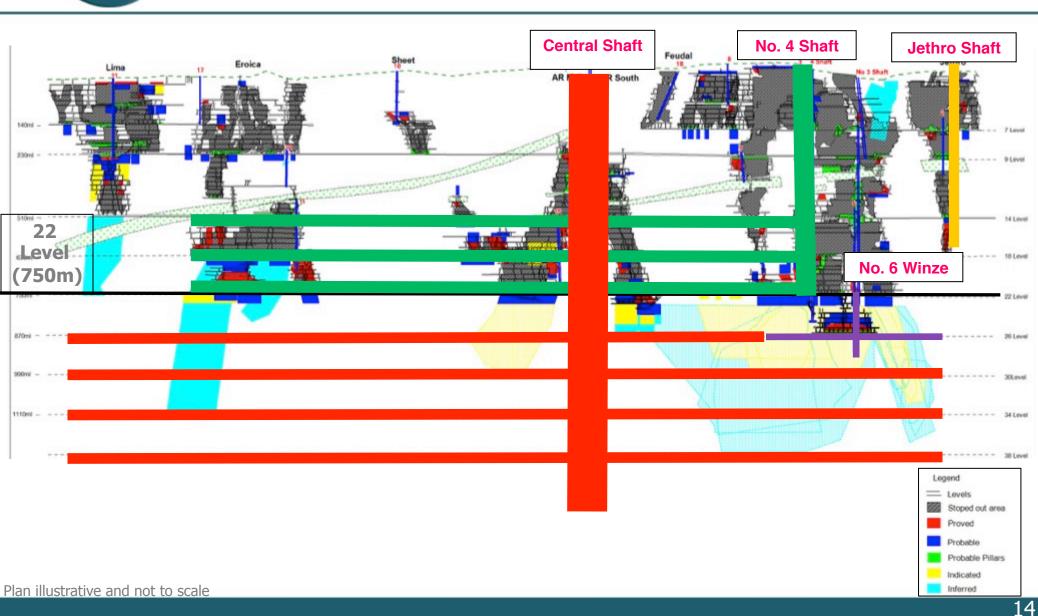


Will deliver a major improvement in production, costs and flexibility



# New Central Shaft drives development of sub-750m zones

Constructing a new generation mine below the current workings





# New infrastructure is transformational for the Blanket Mine Central Shaft dramatically improves haulage and man movement management.





Central Shaft is currently at a depth of 1,026m below surface



## Blanket expansion: to drive substantial increase in earnings

- Blanket is anticipated to produce approximately 80koz by 2021 at an AISC of between \$700/oz \$800/oz
  - Operating cash margin at \$1,300/oz gold of between \$500/oz \$600/oz
- Blanket will generate significant attributable cash flows for Caledonia
- Repayment of indigenisation facilitation loans (currently \$30m) also due to Caledonia shareholders

#### **Projected Earnings (Edison Research – May 2018)**

	2017 Actual	2018 F'cast	2019 F'cast	2020 (F'cast)
Gold price	1,243	1,260	1,324	1,527
Production (k.oz)	56	59	61	68
EBITDA (\$'m)	24.4	29.8	40.1	60.5
Adjusted EPS (USc)	135.4	170.0	223.1	349.0

Source: www.edisoninvestmentresearch.com Edison investment research is paid for by Caledonia Mining and cannot be considered independent

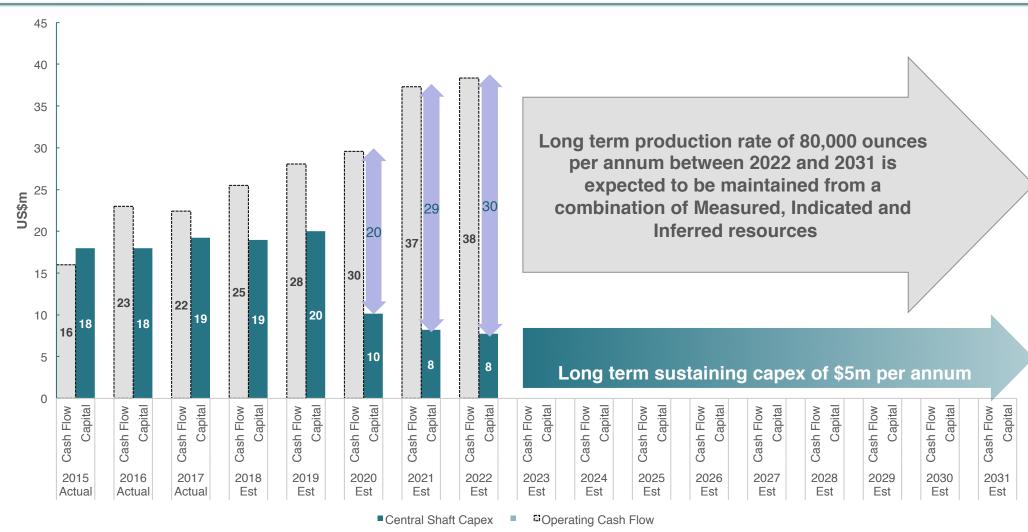
Caledonia's 2018 Adjusted EPS guidance is between 165 cents and 190 cents per share

Current annualized 2018 PE based on EPS guidance (4 Sept 2018 share price \$6.09) is approximately 3.7 times



# Strong free cash flows from 2020 onwards

Declining capex and increasing cash generation



Operating cash flow and capital expenditure forecasts for Blanket Mine are extracted from the National Instrument 43-101 Technical Report on the Blanket Mine published in February 2018 using a gold price of \$1,214 per ounce. These forecasts are for Blanket Mine and exclude Caledonia's G&A costs, inter-company adjustments and the export credit incentive for Zimbabwean gold producers



### **Investment Case - Summary**

14 years of high margin operations with upside potential

#### Substantial Production Growth : fully funded

- 45% production growth planned
- Rising expected cash generation from 2020 expected
- Strong future cash generation leaves resources available for strategic purposes: target rich environment

#### Attractive dividend yield

- One of the highest yields in the gold industry
- Management anticipate maintaining the current dividend through any future capital investment requirement
- Higher planned production & lower costs could support continued increases in dividends

#### High margin operations

- All-in Sustaining cost guidance of \$810/oz \$850/oz
- Operating costs to move down as new shaft ramps up: due to increased production volume, economies of scale and better mine efficiencies

#### Strong Management Team

- Excellent in-country relations
- Proven track record of operating reliably and profitably in Zimbabwe
- Strong, well established, indigenous mine management team differentiates from other African producers







Website: <a href="https://www.caledoniamining.com">www.caledoniamining.com</a>

Share Codes: NYSE MKT and AIM – CMCL

TSX - CAL

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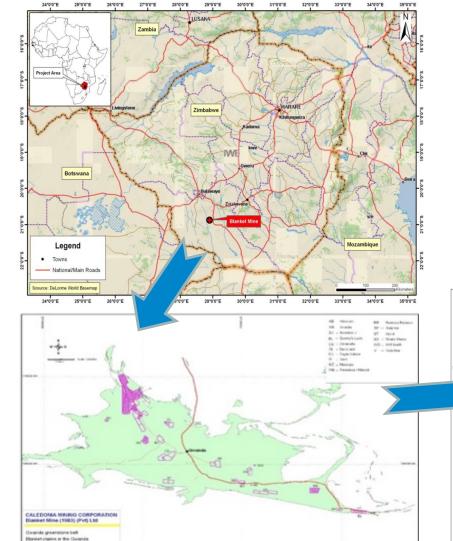
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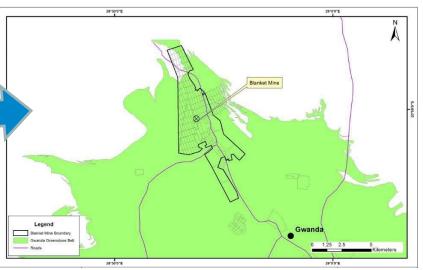




# Other Information: Location: excellent infrastructure, attractive working conditions



- Gwanda Greenstone Belt : One of Zimbabwe's richest greenstone mining districts
- Adequate infrastructure in place
- Skills and labour freely available
- Close enough to Johannesburg for easy supply of SA-sourced supplies
- Mine accessible by tarred road, close to established towns, 2 hours drive from Bulawayo, 2 flights daily to Johannesburg
- No climate related challenges : warm subtropical area;
- Gentle terrain: altitude 1400m, flat to low hills





#### Zimbabwe

#### Government actively supports the gold mining sector

#### Political Environment

- Government is pragmatic although constrained by a very weak economy
- Established, functional government administration

#### Indigenization

- Recent relaxation of indigenisation legislation is a positive development for the sector, Blanket is currently fully compliant with past legislation
- Implemented at Blanket in 2012 shareholders include the local community (10%), workers (10%), the Zimbabwean Government (16%) and Fremiro (15%)

#### **Economy**

- Working currency is US\$: mild deflation; liquidity challenges
- Introduction of bond notes in 2016 are for cash transactions: no effect on Caledonia's operations in country
- 25% corporate tax rate; 5% royalty; 2.5% export credit incentive

#### <u>Infrastructure</u>

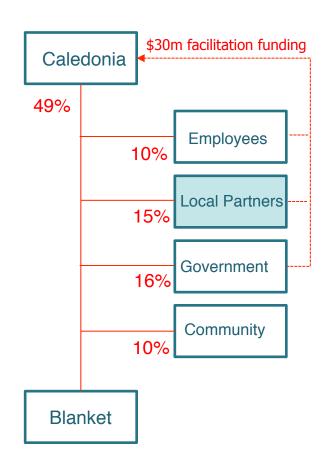
- Grid power with non-interruption agreement and full stand-by diesel capacity
- Good roads, airports efficient supply from Johannesburg
- Excellent "soft" infrastructure: education, labour, administration

#### **Exchange Controls**

- Manageable exchange controls for dividends, loan repayments, management fee and procurement margin
- Limited foreign exchange in the banking system to fund offshore payments requires active management

- Indigenisation completed and implemented in Q3 2012
  - 10% of Blanket donated to local community
  - 41% of Blanket sold to 3 parties for US\$30.09 million
  - Zimbabweans given full credit for resources in the ground
- Caledonia continues to consolidate Blanket
- US\$30.09M sale transaction is vendor-financed by Blanket
  - Purchasers repay their loans from 80% of their attributable Blanket dividends
  - \$30m vendor-finance receivable is not shown on Caledonia's balance sheet
- Minimal effect on Caledonia's medium term net cash receipts from Blanket
- As an indigenized entity, Blanket can implement its growth strategy

In August 2018 Caledonia announced that agreement had been reached to swap the 15% shareholding in Blanket held by local partners for a 6.4% interest in CMC Plc. Once this transaction has been legally completed, Caledonia will hold 64% of Blanket. Caledonia will consider other opportunities to increase its shareholding in Blanket



Management	
Chief Executive	Steve Curtis
Chief Finance Officer	Mark Learmonth
Chief Operating Officer	Dana Roets
Blanket Mine Manager	Caxton Mangezi
VP Corporate Development	Maurice Mason
General Council	Adam Chester

Directors	
Chairman	Leigh Wilson (USA)
CEO	Steve Curtis (S Africa)
CFO	Mark Learmonth (Jersey)
Independent Director	Johan Holtzhausen (S Africa)
Independent Director	John Kelly (USA)
Independent Director	John McGloin (UK)

- Management based in Jersey, London, South Africa and Zimbabwe
- Strong in-country support in Zimbabwe from Blanket's Indigenous Shareholders

 Independent directors bring additional technical, legal, financial and commercial expertise