OceanaGold

OGC-TSXRatingPrice: Oct-19TargetTotal RtnOGC-AUOutperform\$1.98\$5.25165%

Resuming Coverage After Financing

Bottom Line:

Neutral. Following a period of restriction since the announcement of a C\$150M bought deal offering of common shares on September 29, we are reinstating coverage of OceanaGold with an Outperform rating and a C\$5.25 target price (unchanged). The proceeds from the deal are intended to be used to fund the Haile Underground development, exploration and development of OGC's New Zealand assets (Waihi and Macraes) and general corporate purposes. While the offering is modestly dilutive, a strengthened balance sheet should drive more investors to the stock.

Key Points

Cash proceeds. OceanaGold sold 73M shares at the offer price of C\$2.06, raising gross proceeds of C\$150.4M. This cash should alleviate investor concerns that the balance sheet may become stretched given the heavy capital investments planned for the coming years.

Capital for Haile Underground. OceanaGold is expected to be free cash flow positive in 2020; however, the company raised capital in anticipation of a heavy investment year in 2021. The recent Haile technical report outlines growth capex of US\$114.8M and US\$63.3M in 2021 and 2022, respectively, with the underground development representing US\$76.2M over the two years. The development of the Horseshoe Underground is expected to increase production at Haile to 302 Koz Au by 2024.

Haile Underground should grow. OGC has defined the Pisces and Aquarius zones as high priority underground targets as it looks to extend the Haile Underground beyond its current 5-year LOM plan.

Waihi and Macraes exploration. Aggressive exploration has been key to success at the Waihi District since OGC acquired the mine in 2015. OGC has been focusing on drilling campaigns at the Martha Underground (MUG) and Wharekirauponga Underground (WKP), with 25 km and 5 km of drilling planned for 2020, respectively, in addition to the Project Quattro initiative. We expect OGC to continue its exploration at Macraes and are encouraged by the recently announced initial mineral reserves and resources at Golden Point Underground.

Reinstating our Outperform rating and C\$5.25 target. Completing the Haile Underground expansion will help increase OGC's production profile. While the Bought Deal is modestly dilutive, we believe exploration in New Zealand and extending the Haile mine life are worthy investments.



Gold

Brian Quast, P.Eng., JD.

brian.quast@bmo.com

Analyst (416) 359-6824

Connor Simpson

Associate

connor.simpson@bmo.com

(437) 231-6708

Legal Entity: BMO Nesbitt Burns Inc.



Company Data				in C\$			
Dividend	\$0.00	Shares O/	S (mm)	622.4			
Yield	0.0%	Market Ca	\$1,232				
NAV	\$5.46	P/NAV		0.4x			
BMO Estimates				in \$			
(FY-Dec.)	2019A	2020E	2021E	2022E			
Revenue	\$652	\$613	\$859	\$1,061			
EPS	\$0.07	\$(0.02)	\$0.38	\$0.41			
CFPS	\$0.33	\$0.38	\$0.50	\$0.69			
Gold Prod (koz)	469	316	425	536			
AISC (\$/oz)	\$1,191	\$1,426	\$1,026	\$1,042			
Consensus Estimates							
	2019A	2020E	2021E	2022E			
EPS		\$0.16	\$0.21	\$0.11			
Valuation							
	2019A	2020E	2021E	2022E			
P/E	16.4x	NA	4.0x	3.7x			
P/CFPS	3.3x	4.0x	3.0x	2.2x			
EV/EBITDA	4.4x	7.2x	2.3x	1.6x			
QTR. EPS	Q1	Q2	Q3	Q4			
2019A	\$0.03	\$0.04	\$0.01	\$(0.01)			
2020E	\$(0.02)a	\$(0.05)a	\$(0.01)	\$0.06			
2021E	\$0.10	\$0.10	\$0.08	\$0.10			
2022E	\$0.10	\$0.10	\$0.10	\$0.10			
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Our Thesis

We rate OceanaGold shares Outperform. While Didipio remains suspended, resource growth, at Waihi and Haile especially, has the potential to re-rate the stock closer to peer averages.



OceanaGold - Block Summary Model

Income Statement	2019A	2020E	2021E	2022E
Operating Costs	361	305	292	417
G&A	71	80	52	51
Depreciation	169	167	168	193
Tax	(25)	(27)	(18)	(15)
Adjusted Net Earnings	41	(12)	263	284
EPS	\$0.07	\$(0.02)	\$0.38	\$0.41
Cash Flow Statement	2019A	2020E	2021E	2022E
CFO CFO	204	245	351	477
CFI	(240)	(204)	(283)	(234)
CFF	(21)	39	(214)	(14)
Free Cash Flow	(38)	19	68	243
FCF/Share	\$(0.06)	\$0.03	\$0.10	\$0.35
Balance Sheet	2019A	2020E	2021E	2022E
Cash & Equivalents	56	285	140	145
Long-Term Debt	111	0	0	0
Total Assets	2,072.2	2,187.0	2,156.6	2,426.7
Total Liabilities	509	547	273	279
Total Shareholders' Equity	1,564	1,640	1,883	2,148
Attrib. Production & Cash Costs	2019A	2020E	2021E	2022E
Gold Production - Macraes (koz)	172	149	161	163
Gold Production - Didipio (koz)	84	0	19	117
Gold Production - Waihi (koz)	67	20	60	69
Gold Production - Haile (koz)	146	147	185	188
Total Gold Prodn (koz)	469	316	425	536
Total Gold Eq. Production (koz)	519	316	435	576
Total Cash Costs (\$/oz)	777	861	654	739
AISC (\$/oz)	\$1,191	\$1,426	\$1,026	\$1,042
Price Assumptions	2019A	2020E	2021E	2022E
Gold Price (US\$/oz)	1,393	1,787	1,915	1,855
Silver Price (US\$/oz)	16.20	21.46	27.61	22.49
Copper Price (US\$/lb)	2.72	2.78	2.82	2.60
USD:CAD	0.754	0.744	0.764	0.772
USD:NZD	0.659	0.648	0.685	0.693
USD:PHP	0.019	0.020	0.020	0.020

Source: BMO Capital Markets, Company Reports

New Scenarios

Valuation

Our C\$5.25 target price is based on a 50% weighting assigned to a 1.0x P/NPV multiple (BMO metal prices, 5% discount rate) and a 50% weighting given to a 10.0x P/NTM CFPS multiple. OGC trades at 0.4x P/NPV and 4.1x P/NTM CFPS versus the group, which trades at 1.5x P/NPV and 6.9x P/2021E CFPS.

Upside Scenario

\$6.00

A restart of Didipio would be a clearly positive catalyst for the company. Ongoing exploration success at Haile and Waihi also has the potential to improve investor sentiment.

Downside Scenario

\$1.75

Without the cash flow from Didipio, the balance sheet starts to come under pressure, especially if the gold price retraces recent strength.



Key Catalysts

An ability to meet guidance after several recent stumbles would start to re-rate the stock towards peer averages, and a re-start at Didipio would be a major positive catalyst.

Company Description

OceanaGold is a Canadian-listed, Australian-based gold producer with exploration and development assets located in Australasia, the Philippines, and the U.S. The company operates the Macraes and Waihi mines in New Zealand, the Didipio copper/gold mine in the Philippines, and the Haile project in the U.S.



OGC-TSX Research



Glossary



Company Models

Exhibit 1: OGC Block Model at BMO Metal Price Assumptions

0 ceanaG ol	d		ogc
R ecommendation	OP	Analyst BQ	
	As at 16-0 ct-20	BMO Capital Markets	
Y ear E nd	D ecember		
Share Price	\$2.00 C \$,/sha	re \$1.52 US\$/share	
Target Price	\$5.25 C \$, \$ ha	re \$3.98 US\$, s hare	
Net Present V alue	5% \$5.36 C \$/sha	re \$4.06 U S \$/share	
	0% \$7.37 C \$/sha	re \$5.58 U S \$/share	
M arket C ap	1,390.6 C \$M	1,053.6 US\$M	
Ordinary Shares	695.3 M		
Options & Warrants	0.4 M		

(December Year End)		2018A	2019A	2020E	2021E	2022E
E xchange R ate	NZD:USD	0.70	0.66	0.65	0.69	0.69
Exchange Rate	CAD:USD	0.77	0.75	0.74	0.76	0.77
Gold	U S \$ /6z	1,268	1,393	1,787	1,915	1,855
Silver	US\$/6z	15.71	16.20	21.46	27.61	22.49
C opper	US\$/lb	2.96	2.72	2.78	2.82	2.60
Zinc	US\$/lb	1.32	1.16	1.02	0.97	0.91
Oil	U S \$ /bbl	64.13	57.24	38.30	41.01	46.00

(December Year End)		2018A	2019A	2020E	2021E	2022E
NPAT (pre-Abs)	(US\$M)	125.0	40.8	(12.1)	263.0	283.7
ADJUSTED EPS	(US\$/share)	0.20	0.07	(0.02)	0.38	0.41
PER	(x)	7.5x	23.1x	na	4.0x	3.7x
EBITDA	(US\$M)	361.0	193.1	171.5	508.1	586.9
EBITDA/share	(US\$/share)	0.58	0.31	0.26	0.73	0.84
EV ÆBITDA	(x)	2.9x	5.9x	7.2x	2.3x	1.6x
C ash Flow	(US\$M)	346.2	204.3	244.9	351.1	477.2
C ash Flow/share	(US\$/share)	0.56	0.33	0.38	0.50	0.69
P,C ash Flow	(x)	2.7x	4.6x	4.0x	3.0x	2.2x
Dividend	(US\$,&hare)	0.03	0.01	0.00	0.02	0.02
Ordinary Shares	(M)	617.6	621.7	649.8	695.3	695.3

PROFIT AND LOSS STATEMENT - U	JS\$M				
(December Y ear End)	2018A	2019A	2020E	2021E	2022E
Sales Revenue	785.9	658.0	612.5	859.4	1,068.6
0 ther R evenue	(11.8)	(5.9)	0.7	(0.6)	(7.9)
O perating C osts	(355.5)	(360.6)	(304.9)	(291.7)	(416.9)
D epreciation	(191.0)	(168.6)	(166.6)	(167.5)	(193.2)
Interest	(15.8)	(14.1)	(11.1)	(9.5)	0.0
E xploration	0.0	0.0	0.0	0.0	0.0
Corporate	(53.0)	(71.1)	(79.9)	(52.0)	(50.5)
Other Costs	0.3	(0.1)	(30.8)	0.0	0.0
O perating Profit Before T ax	159.1	37.6	19.9	338.0	400.0
Income T ax	(34.1)	3.2	(32.0)	(75.0)	(116.3)
Operating Profit After Tax	125.0	40.8	(12.1)	263.0	283.7
Minorities	0.0	0.0	0.0	0.0	0.0
Net Profit After Tax	125.0	40.8	(12.1)	263.0	283.7
A bnormals	(3.3)	(26.3)	(25.5)	(5.6)	(5.5)
T ax on A bnormals	0.0	0.0	0.0	0.0	0.0
Reported Profit	121.7	14.5	(37.6)	257.4	278.3

0 ceanaG old		2018A	2019A	2020E	2021E	2022E
C ash O perating C osts	U S \$ /6z	591	751	811	637	691
T otal C ash C osts	U S \$ /6z	610	777	856	654	739
A II-In-Sustaining-C osts	U S \$ /6z	901	1,191	1,426	1,026	1,042
A II-In-C osts	U S \$ /6z	1,046	1,388	1,775	1,396	1,213
G old Price Received	US\$/bz	1,269	1,396	1,796	1,915	1,855
EBIT to Total Assets		-1.4%	-5.7%	-6.0%	7.5%	7.4%
NPAT to Shareholders Equ	uitv	7.8%	0.9%	-2.3%	13.7%	13.0%

Source: BMO Capital Markets

CASH FLOW ANALYSIS - US\$M	2018A	2019A	2020E	2021E	2022E
(December Year End)	20 IOA	2019A	ZUZUE	202 IE	ZUZZE
C ash Flows From O perating Activities					
Net Income	121.7	14.5	(26.2)	257.4	278.3
Non-C ash Items	228.7	193.6	270.4	93.7	198.9
Re-invested in Working Capital	(4.2)	(3.8)	0.7	0.0	0.0
C ash Flows From Investing Activities					
Property and Business Activities	1.3	2.7	2.7	0.0	0.0
A cq. of Property, Plant and E quip.	(141.8)	(168.9)	(133.1)	(282.9)	(234.0)
0 ther	(88.5)	(73.5)	(73.9)	0.0	0.0
C ash Flows From Financing Activities					
Proceeds From Borrowings	0.0	0.0	59.1	0.0	0.0
R epayment of B orrowings	(63.9)	(15.4)	(128.3)	(200.0)	0.0
0 ther	(15.4)	(5.6)	108.0	(13.9)	(13.9)
Net Increase In C ash Held	30.9	(61.0)	75.1	(145.7)	229.3
C ash At Beginning of Y ear	73.2	107.6	49.0	126.3	(19.4)
C ash At End of Y ear	107.6	49.0	126.3	(19.4)	209.8

BALANCE SHEET ANALYSIS - US\$M (December Year End)	2018A	2019A	2020E	2021E	2022E
C urrent Assets					
C ash and C ash E quivalents	107.7	49.0	126.3	(19.4)	209.8
0 ther	144.6	167.2	142.6	142.6	142.6
Non-Current Assets					
Investments	2.6	2.7	0.0	0.0	0.0
Fixed Assets	1,403.1	1,516.0	1,618.3	1,733.6	1.774.5
0 ther	619.3	553.5	568.7	423.0	652.2
Current Liabilities					
Borrowings	9.9	24.8	200.0	0.0	0.0
Creditors	115.7	120.5	106.3	106.3	106.3
0 ther	57.1	57.4	135.9	135.9	135.9
Non-Current Liabilities					
Borrowings	166.6	203.6	0.0	0.0	0.0
O ther	791.7	305.0	547.0	273.1	278.9
Ottle	271.7	303.0	347.0	2/3.1	270.7
Shar eholders Funds	1,566.7	1,563.6	1,640.0	1,883.5	2,147.8
Net Debt to Equity	4.4%	11.5%	4.5%	1.0%	-9.8%
• •					

PROJECT	0% NPV	5% NPV	GO	L D E O U I V	PRODUC	TION (koz))
, –	US\$M	US\$M	2018A	2019A	2020E	2021E	2022E
HAILE (USA)	2,158.1	1,517.1	133.2	147.1	147.1	185.3	187.6
DIDIPIO (PHILIPPINES)	578.7	450.0	196.6	130.8	0.0	28.2	156.2
MACRAES (NEW ZEALAND)	918.5	754.6	203.0	172.4	149.4	161.3	163.4
WAIHI (NEW ZEALAND)	815.9	541.4	85.4	68.2	19.8	59.9	68.9
T otal Production			618.2	518.6	316.3	434.7	576.1
G old E quiv Sales			614.9	483.4	350.1	448.8	576.1
E xploration C redit	25.0	25.0					
Hedge Book	(30.8)	(30.6)					
C orporate	(521.1)	(371.4)					
Net C ash	(169.6)	(169.6)					
Investments/Bullion	0.0	0.0					
Options & Warrants	108.5	108.5					
T otal NPV	3,883.2	2,825.0					
Per Share	\$5.58	\$4.06	IRR = 2	2.9%	P/NPV 0	.4x	

By-Product C ash	C ost (US\$/oz)	2018A	2019A	2020E	2021E	2022E
HAILE (USA)		608	857	909	578	776
DIDIPIO (PHILIPPINES)		121	473	585	359	459
MACRAES (NEW ZEAL)	AND)	629	735	772	550	557
WAIHI (NEW ZEALAND)		606	679	912	1,027	901
QUARTERLY SI	JMMARY		Q 1/20A	Q 2/20A	Q 3/20E	Q 4/20E
ADJUSTED EPS	(U S \$ /sh)		-0.02	-0.05	-0.01	0.06
CFPS	(U S \$ /\$h)		0.19	0.03	0.13	0.03
CIFS						

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Exhibit 2: OGC Block Model at Spot Metal Prices

0 ceanaG ol	d	OGC
R ecommendation	0 P	Analyst BQ
	As at 16-0 ct-20	BMO Capital Markets
Y ear E nd Share Price	D ecember \$2.00 C \$,\$h	are \$1.52 US\$,⁄share
T arget Price Net Present V alue	\$5.25 C \$,\$h 5% \$5.36 C \$,\$h 0% \$7.37 C \$,\$h	are \$4.06 US\$/share
Market C ap Ordinary S hares Options & Warrants	1,390.6 C \$M 695.3 M 0.4 M	1,053.6 US\$M

PRICE ASSUMPT (December Y ear End)	IONS - SPOT PRICI	E S 2018A	2019A	2020E	2021E	2022E
E xchange R ate	NZ D:USD	0.70	0.66	0.64	0.66	0.66
E xchange R ate	CAD:USD	0.77	0.75	0.75	0.76	0.76
Gold	U S \$,/6z	1,268	1,393	1,774	1,899	1,899
Silver	U S \$,/6z	15.71	16.20	20.39	24.13	24.13
C opper	US\$/ / b	2.96	2.72	2.77	3.03	3.03
Zinc	US\$/Ib	1.32	1.16	1.01	1.09	1.09
0 il	us\$ <i>j</i> bbl	64.13	57.24	39.06	40.96	40.96

(December Y ear E nd)		2018A	2019A	2020E	2021E	2022E
NPAT (pre-Abs)	(US\$M)	125.0	40.8	(15.7)	259.7	308.4
ADJUSTED EPS	(US\$/share)	0.20	0.07	(0.02)	0.37	0.44
PER	(x)	7.5x	23.1x	na	4.1x	3.4x
EBITDA	(US\$M)	361.0	193.1	166.7	505.7	625.8
EBITDA /share	(US\$/share)	0.58	0.31	0.26	0.73	0.90
EV ÆBIT DA	(x)	2.9x	5.9x	7.4x	2.3x	1.5x
C ash Flow	(US\$M)	346.2	204.3	241.3	348.0	502.8
C ash Flow/share	(US\$/share)	0.56	0.33	0.37	0.50	0.72
P/C ash Flow	(x)	2.7x	4.6x	4.1x	3.0x	2.1x
Dividend	(US\$,&hare)	0.03	0.01	0.00	0.02	0.02
Ordinary Shares	(M) ′	617.6	621.7	649.8	695.3	695.3

PROFIT AND LOSS STATEMENT -	- IISŠM				
(December Y ear End)	2018A	2019A	2020E	2021E	2022E
Sales Revenue	785.9	658.0	607.3	854.7	1,104.2
O ther R evenue	(11.8)	(5.9)	0.7	(0.7)	(7.9)
O perating C osts	(355.5)	(360.6)	(304.7)	(289.4)	(413.7)
D epreciation	(191.0)	(168.6)	(166.5)	(167.8)	(194.2)
Interest	(15.8)	(14.1)	(11.1)	(9.5)	0.0
Exploration	0.0	0.0	0.0	0.0	0.0
C orporate	(53.0)	(71.1)	(79.9)	(52.0)	(50.5)
Other Costs	0.3	(0.1)	(30.4)	0.0	0.0
O perating Profit Before T ax	159.1	37.6	15.2	335.3	437.8
Income T ax	(34.1)	3.2	(30.9)	(75.6)	(129.5)
O perating Profit After T ax	125.0	40.8	(15.7)	259.7	308.4
Minorities	0.0	0.0	0.0	0.0	0.0
Net Profit After Tax	125.0	40.8	(15.7)	259.7	308.4
A bnormals	(3.3)	(26.3)	(25.5)	(5.6)	(5.5)
T ax on A bnormals	0.0	0.0	0.0	0.0	0.0
Reported Profit	121.7	14.5	(41.2)	254.2	302.9

O ceanaG old		2018A	2019A	2020E	2021E	2022E
C ash O perating C osts	US\$/6z	591	751	811	630	676
T otal C ash C osts	US\$,6z	610	777	856	647	727
A II-In-S ustaining-C osts	US\$,6z	901	1,191	1,427	1,018	1,027
All-In-C osts	US\$,6z	1,046	1,388	1,776	1,387	1,196
G old Price Received	U S \$ /6z	1,269	1,396	1,782	1,899	1,899
EBIT to Total Assets		-1.4%	-5.7%	-6.2%	7.4%	8.6%
NPAT to Shareholders Equity		7.8%	0.9%	-2.5%	13.5%	14.0%

Source: BMO Capital Markets

C ASH FLOW ANALYSIS - US\$M (D ecember Y ear E nd)	2018A	2019A	2020E	2021E	2022E
C ash Flows From O perating Activities					
Net Income	121.7	14.5	(29.8)	254.2	302.9
Non-C ash I tems	228.7	193.6	270.4	93.9	199.9
R e-invested in W orking C apital	(4.2)	(3.8)	0.7	0.0	0.0
C ash Flows From Investing Activities Property and Business Activities Acq.of Property, Plant and Equip.	1.3 (141.8)	2.7 (168.9)	2.7 (133.1)	0.0 (282.9)	0.0 (234.0)
O ther	(88.5)	(73.5)	(73.9)	0.0	0.0
C ash Flows From Financing Activities					
Proceeds From Borrowings	0.0	0.0	59.1	0.0	0.0
R epayment of B orrowings	(63.9)	(15.4)	(128.3)	(200.0)	0.0
0 ther	(15.4)	(5.6)	108.9	(13.9)	(13.9)
Net Increase In C ash Held C ash At B eginning of Y ear	30.9 73.2	(61.0) 107.6	72.3 49.0	(148.7) 123.5	254.9 (25.2)
C ash A t E nd of Y ear	107.6	49.0	123.5	(25.2)	229.7

BALANCE SHEET ANALYSIS - US\$M (December Year End)	2018A	2019A	2020E	2021E	2022E
C urrent Assets					
C ash and C ash E quivalents	107.7	49.0	123.5	(25.2)	229.7
0 ther	144.6	167.2	142.6	142.6	142.6
Non-C urrent Assets					
Investments	2.6	2.7	0.0	0.0	0.0
Fixed Assets	1,403.1	1,516.0	1,618.4	1,733.5	1,773.3
0 ther	619.3	553.5	565.9	417.2	672.1
C urrent L iabilities					
Borrowings	9.9	24.8	200.0	0.0	0.0
Creditors	115.7	120.5	106.3	106.3	106.3
0 ther	57.1	57.4	135.9	135.9	135.9
Non-C urrent L iabilities					
Borrowings	166.6	203.6	0.0	0.0	0.0
0 ther	291.7	305.0	547.0	273.1	278.8
Shar eholders Funds	1,566.7	1,563.6	1,637.3	1,877.6	2,166.6
Net D ebt to E quity	4.4%	11.5%	4.7%	1.3%	-10.6%

PROJECT	0% NPV	5% NPV	GO	L D E QUIV	PRODUC	T I O N (koz)
,	US\$M	US\$M	2018A	2019A	2020E	2021E	2022E
HAILE (USA)	3,505.1	2,388.4	133.2	147.1	147.1	185.3	187.6
DIDIPIO (PHILIPPINES)	778.5	587.2	196.6	130.8	0.0	29.2	161.6
MACRAES (NEW ZEALAND)	1,233.9	989.2	203.0	172.4	149.4	161.3	163.4
WAIHI (NEW ZEALAND)	1,575.0	1,045.5	85.4	68.2	19.8	59.9	68.9
T otal Production			618.2	518.6	316.3	435.7	581.5
G old E quiv Sales			614.9	483.4	349.9	450.1	581.5
E xploration C redit	25.0	25.0					
Hedge Book	(30.4)	(30.2)					
C orporate	(521.1)	(371.4)					
Net C ash	(169.6)	(169.6)					
Investments/Bullion	0.0	0.0					
Options & Warrants	109.4	109.4					
T otal NPV	3,883.2	2,825.0					
Per Share	\$5.58	\$4.06	IRR = 2	2.9%	P/NPV 0	.4x	

By-Product C ash C ost (US\$/oz)		2018A	2019A	2020E	2021E	2022E
HAILE (USA)		608	857	910	578	772
DIDIPIO (PHILIPPINES)		121	473	615	288	370
MACRAES (NEW ZEALA	AND)	629	735	771	540	541
WAIHI (NEW ZEALAND)		606	679	911	1,012	881
			0.1.004	Q 2/20A	Q 3,20E	Q 4/20E
OUARTERLY SU	JMMARY		U I/ZUA			
QUARTERLY SU ADJUSTED EPS	JMMARY (US\$,&h)		Q 1/20A -0.02	-0.05	-0.01	0.0
•						

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Methodology and Risks to Target Price/Valuation for OceanaGold (OGC-TSX)

Methodology: Target prices for mid-tier gold producers covered by BMO Research are based on a 50% weighting given to the P/NPV (5% discount rate, BMO metal price assumptions) and a 50% weighting given to a CFPS multiple.

Risks: Risks to our target price include commodity/currency, technical/operating, and litigation/political risks inherent to mining operations, as well as feasibility, permitting, and financing risks related to development of growth projects.

Distribution of Ratings (October 19, 2020)

Rating category	BMO rating	BMOCM US Universe*	BMOCM US IB Clients**	BMOCM US IB Clients***	BMOCM Universe****	BMOCM IB Clients****	StarMine Universe~
Buy	Outperform	46.9 %	27.2 %	52.4 %	48.6 %	55.8 %	57.7%
Hold	Market Perform	50.8 %	21.7 %	45.2 %	49.1 %	42.8 %	37.5%
Sell	Underperform	2.3 %	25.0 %	2.4 %	2.3 %	1.4 %	4.8%

^{*} Reflects rating distribution of all companies covered by BMO Capital Markets Corp. equity research analysts.

Ratings Key (as of October 2016)

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OP = Outperform - Forecast to outperform the analyst's coverage universe on a total return basis;

Mkt = Market Perform - Forecast to perform roughly in line with the analyst's coverage universe on a total return basis;

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[~] As of April 1, 2019.

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http://researchglobal.bmocapitalmarkets.com/documents/2013/rating_key_2013_to_2016.pdf

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