

# **BUILDING COLOMBIA'S LARGEST GOLD PRODUCER**

SEPTEMBER 2013





# FORWARD LOOKING STATEMENTS

This presentation contains "forward-looking information", which may include, but is not limited to, statements with respect to the future financial or operating performance of the Company and its projects and, specifically, statements concerning anticipated growth in annual gold production and reduction of cash costs. Often, but not always, forwardlooking statements can be identified by the use of words such as "plans", "expects", "is expected", "budget", "scheduled", "estimates", "forecasts", "intends", "anticipates", or "believes" or variations (including negative variations) of such words and phrases, or state that certain actions, events or results "may", "could", "would", "might" or "will" be taken, occur or be achieved. Forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of Gran Colombia to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. Factors that could cause actual results to differ materially from those anticipated in these forward-looking statements are described under the caption "Risk Factors" in the Company's Annual Information Form dated as of March 26, 2013 which is available for view on SEDAR at www.sedar.com. Forward-looking statements contained herein are made as of the date of this press release and Gran Colombia disclaims, other than as required by law, any obligation to update any forwardlooking statements whether as a result of new information, results, future events, circumstances, or if management's estimates or opinions should change, or otherwise. There can be no assurance that forward-looking statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. Accordingly, the reader is cautioned not to place undue reliance on forward-looking statements.



# **GRAN COLOMBIA – CASH FLOW AND CONTINUED GROWTH**

# Leading high grade Colombian gold producer with expected production of 110,000 oz of gold in 2013

- → Segovia is a high-grade, producing gold mine, with 11.8 g/t on an MI&I basis<sup>(1)</sup>
- ▶ Substantial land package of 9,000 hectares in continuous production for 150+ years

## Growing production to 220,000 oz of gold by 2015 through Segovia expansion – Pampa Verde Project

- ▶ Pampa Verde expansion, funded by Gold-Linked Notes proceeds, to be completed in Q4′14
- ▶ Pampa Verde to enhance efficiency, decrease cash costs and vastly enhance margins

## Sustainable cash flow & executing on reducing all-in cash costs to enhance margins

- ▶ Reduced cash costs to US\$1,133/oz in Q2'13, a decrease of 14% from FY'12 average
- → US\$21M annualized savings implemented in 2013; evaluating further savings
- → All-in sustaining costs less than US\$1,150/oz expected in Q4′13
- **▶** EBITDA of US\$9.4M in H1-2013

# Significantly undervalued compared to peers

- ➤ EV of ~US\$7/oz of M&I
- ▶ EV of 2.3x EBITDA (2014E analyst estimate)

## Substantial upside in exploration assets and expansion of resources



Zancudo Marmato

Marmato

Marmato

Marmato

Marmato

Manizales

Bogotá

Middle Cauca

Belt

Gan Culombia Projects

Manicase

Metalogue Del Age

June 100

Manicase

Metalogue Del Age

June 100

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<sup>1.</sup> Source: Company press release dated August 1, 2013.

# **FOCUSED ON EXECUTION**



Meet FY2013 production guidance of 110,000 oz gold (220,000 oz expected by 2015)



Reduce spending & all-in sustaining costs (less than \$1,150/oz expected in Q4-2013)



Increase cash from operations



Pampa Verde Project on time & under budget

# **FOCUSED ON CONTROLLABLE ASPECTS**



# THE RIGHT TEAM IN COLOMBIA

## Colombia

- → 5<sup>th</sup> largest economy in Latin America
- → Steadiest GDP growth in Latin America 1970-2007
- \$8.8B in infrastructure investment through 2012
- Stable democracy, 70% government approval rating
- Most secure Latin American country to do business2
- Ranked 7<sup>th</sup> in Countries for Mining investments<sub>3</sub>
- 2<sup>nd</sup> best investor protection in Latin America (Forbes)
- Free trade agreements with 48 countries

# The Right Team to Advance a Major Mining Operation in Colombia

### Management

Maria Consuelo Araujo, CEO - Former Minister of Foreign Affairs in Colombia and Minister of Culture
Mike Davies, CFO – 20+ years of experience in international and mining companies
Vicente Mendoza, Chief Project Director - 40 years of mining experience in Colombia & Venezuela
Gabriel Gaviria, VP Operations – 40+ years experience in mining operations in Colombia
Alessandro Cecchi, Director Exploration -18+ years of experience in South America
Peter Volk, General Counsel - 24 years of experience in the resource sector
Jose Noguera, VP Corporate Affairs – 20+ years of experience in the Mining and Energy sector
Roy MacDonald, VP IR – an experienced executive with senior positions in IR, M&A and financial management

#### **Directors**

Serafino Iacono, Executive Co-Chairman - Founder & Co-chairman of Pacific Rubiales
Miguel de la Campa, Executive Co-Chairman - Founder & Co-chairman of Pacific Rubiales
Jaime Perez Branger - Founder & managing director of Nextventures Corp.
Robert Hines - Executive Director, Career Development Centre Schulich School of Business, York University
Hernan Martinez - Former Colombian Minister of Mines and Energy
Robert Metcalfe - Counsel at Metcalfe, Blainey & Burns LLP



# **SEGOVIA**

### **PAST**

- ▶ Former Frontino gold mines
- → Historic production of ~5M oz gold
- Original 400 tpd Maria Dama mill built in the 1920s
- ➤ Three active underground mines (31 historic mines)

### **PRESENT**

- ◆ 1.9M oz gold total resources with 11.8 g/t average grade
- Two production streams; employee & contract mining
- Refurbished Maria Dama with 1,300 tpd capacity
- Cash cost of \$1,133 /oz in Q2'13

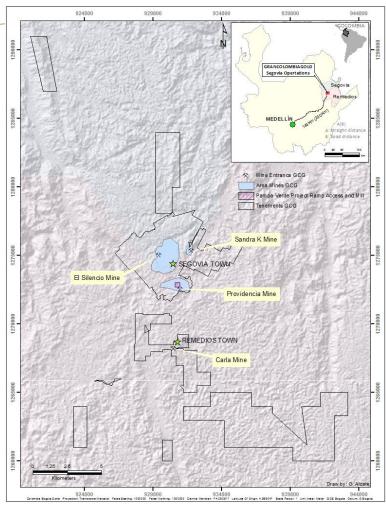
### **FUTURE**

- Colombia's first large scale, modern gold mining operation
- Low-cost, mechanized mining & new 2,500 tpd plant
- **▶** Increasing Segovia's gold production to 200,000 oz annually
- → Reducing cash costs to <\$700/oz by 2015</p>

Category₁	Gold Resource*	Grade
Measured	95,000 oz	14.8 g/t
Indicated	366,000 oz	15.4 g/t
Inferred	1,443,000 oz	11.0 g/t

1.The mineral resources are reported at an in situ cut-off grade of 3.0 g/t Au, which has been derived using a gold price of US\$1,400/oz, and suitable benchmarked technical and economic parameters for underground mining and conventional gold mineralised material processing.

\*Guidance per August 01, 2013 press release



# 11th Highest Grade Producing Mine in the World\*

Production of 90,000 oz in 2013 growing to annual rate of 200,000 oz gold in 2014

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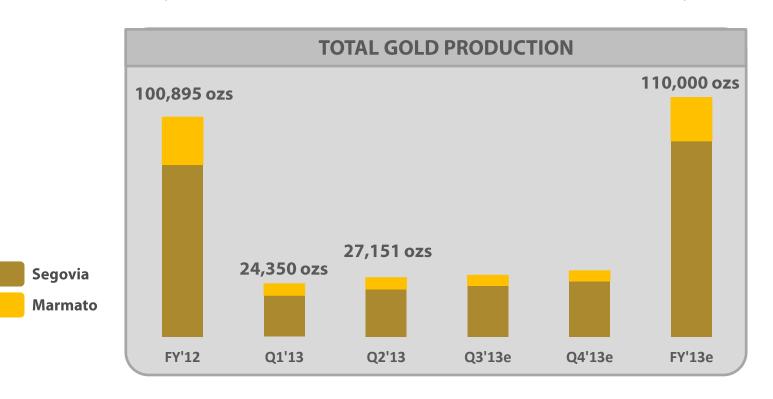
# RAMPING-UP - COLOMBIA'S LARGEST GOLD PRODUCER

**Gold production**: 70,939 ozs August YTD; on target to reach110,000 ozs for FY2013 (+9% YoY)

**Segovia**: 56,333 ozs August YTD; improving head grades and mill recoveries

Marmato: 14,606 ozs August YTD; operations continuing at a steady pace

Increasing daily average gold production: Q3'13 (Jul & Aug) at 313 ozs/day (+13% vs FY'12)



# **REDUCING ALL-IN SUSTAINING COSTS - ENHANCING MARGINS**

**Cash Cost** of US\$1,133/oz in Q2'13, down US\$184/oz (14%) vs FY'12 average

G&A of \$2.9M in Q2'13, down 29% vs FY'12 quarterly run rate

All-in sustaining cost of US\$1,278/oz in Q2'13, down US\$267/oz vs Q1'13



All-in sustaining margin of \$5.1M, or \$179/oz in Q2'13

EBITDA<sup>[1]</sup> of \$9.4M in first half 2013

**Cash of \$55M**<sup>[2]</sup> available to fund Pampa Verde Project capex and Gold Notes interest

- 1. EBITDA as represented by Revenue, less Operating Costs, G&A (net of depreciation) and Social Contributions
- As of June 30, 2013

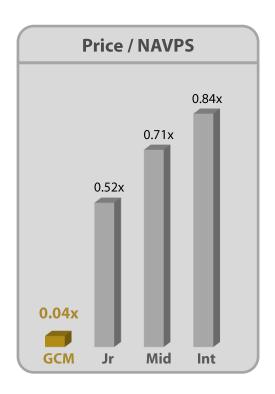


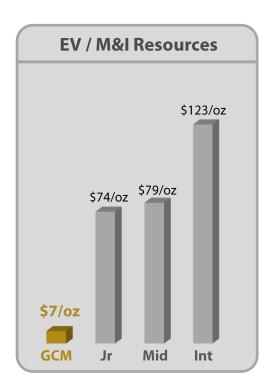
# **SEGOVIA'S FUTURE – PAMPA VERDE PROJECT**

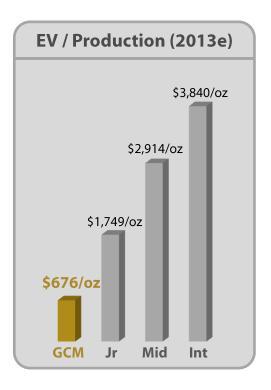


# **VALUATION OPPORTUNITY**

# **Undervalued Compared to Peer Group – Significant Upside Opportunity**







# **FOCUS ON CASH, COSTS & EXECUTION**

Note: as at August 1, 2013, Source: FactSet, equity research and company disclosure. NAV per GMP Equity Research May 29, 2013



# MARMATO OPPORTUNITY

#### **PAST**

- → Acquired in 2011 Medoro merger
- → 216,000m of exploration

Category <sub>1</sub>	Gold Resource	Gold Grade	Silver Resource	Silver Grade
Measured	1,725,000 oz	1.05 g/t	8,011,000 oz	4.87 g/t
Indicated	10,064,000 oz	0.87 g/t	72,319,000 oz	6.27 g/t
Inferred	2,588,000 oz	1.02 g/t	9,429,000 oz	3.71 g/t

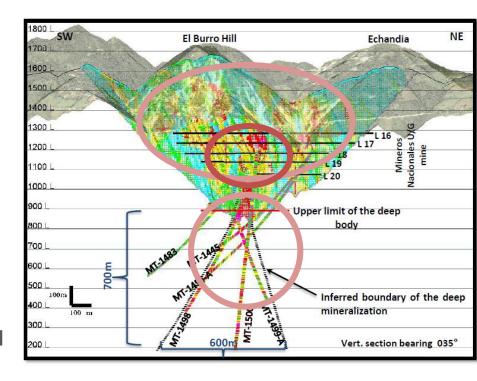
1. Mineral resources are not mineral reserves and do not have demonstrated economic viability. All figures are rounded to reflect the relative accuracy of the estimate. All composites have been capped where appropriate. Mineral resources are reported at a cut-off grade of 0.3 g/t and based on a price of US\$1,400 per ounce of gold with gold recoveries of 88 percent and without considering revenues from other metal.

### **PRESENT**

- → Ranked #18 of Undeveloped Gold Deposits in the World<sup>(1)</sup>
- 14.4Moz of gold & 89.9Moz of silver total resources
- ➤ Existing operations producing ~20,000 oz of gold & ~35,000 oz silver annually
- Fully permitted to expand operations to 2M tonnes of ore annually

#### **FUTURE**

- Near term focus on upgrading existing underground operation
- Large-scale open-pit opportunity, and
- New deep-zone with 300M tonnes potential ore, open at depth and along strike



# **FOCUSED ON EXECUTION TO ENHANCE VALUE**

# **Focusing on Controllable Elements of the Plan**

- **✓** Reducing spending & cash costs
- ✓ Deliver Pampa Verde on time & budget
- ✓ Continue to meet & exceed financial targets

**Cash, Costs & Execution** 

# **CAPITALIZATION**



Ticker	TSX: GCM				
Market Capitalization	\$26M				
Enterprise value	\$127M				
Shares Outstanding "GCM"	15.3M				
Cash	\$55M				
Debt: Silver Linked Notes "GCM.NT.U" (at face value) Gold Linked Notes (at face value) Bank Debt	\$78M \$100M \$16M				

Financial data as at June 30, 2013, except Market Capitalization based on August 1, 2013 share price of \$1.66

# **Top Shareholders\***

U.S. Global Investors, Inc.	12%
Capital Research Global Investors	8%
Insider Ownership	6%
Front Street Capital, Inc.	5%
Franklin Advisers, Inc.	4%

<sup>\*</sup> Source: Thomson One, March 31, 2013 and company filings





# SILVER-LINKED NOTES

### **INVESTOR BENEFITS**

- Silver exposure at 25% discount to current spot
  - → Principal pegged to \$15/oz silver price
- → 5% coupon paid semi-annually
- Opportunity for silver hedge strategy
  - combine with short position on ETF to partially cover risk & add further leverage
- Currently trades at discount (\$600 per note)
  - → Yield ~8.3%\*
  - **→** Total return of ~30%\*
  - Current value of note approximately \$1,692\*
- → Insider ownership ~5%\*

### **Estimated Annualized Returns**

Silver	MARKET PRICE OF NOTES (US\$)												
Spot	\$400	\$500	\$600	\$1,000									
\$40	65%	55%	47%	29%									
\$35	60%	50%	43%	25%									
\$30	54%	45%	38%	21%									
\$25	48%	40%	33%	17%									
\$20	42%	33%	27%	11%									
\$15	35%	26%	20%	5%									

<sup>\*</sup> For illustrative purposes only - assuming \$600 note price and a constant silver price of \$22 per ounce (all figures in US\$).

# TSX: GCM.NT.U



### **NOTE STRUCTURE**

- 78,632 silver-linked senior unsecured notes
- → 7-year, maturing August 11, 20185% coupon (paid semi annual)
- Principal repayments in cash = the greater of:
   (i) The principal amount of the note (\$1,000), or
   (ii) US\$ equivalent to ~66.7oz Ag (\$1,000 @ \$15/oz)
- Repayment Schedule (August 11th)
   2015 10% or US\$ equivalent ~6.7oz Ag
   2016 20% or US\$ equivalent ~13.3oz Ag
   2017 30% or US\$ equivalent ~20.0oz Ag
  - 2018 40% or US\$ equivalent ~26.7oz Ag

# **VALUATION OPPORTUNITY – FOCUSED ON EXECUTION TO ENHANCE VALUE**

# Peer Gold Producers (with expected 2013 production between 80,000 & 130,000 oz)

				PRICE		ASSETS			PERFORMANCE *			VALUATION				
Company	Symbol	Location	Price	Mkt Cap	EV	2P	M&I	Inf	Total	Grade	Prod	Cash Cost	EBITDA	P / NAV	EV / MI&I	EV / EBITDA
Nevsun	NSU	Eritera	\$3.57	\$713	\$529	0.8	0.9	0.1	1.0	1.6	113	n/a	\$126	0.70x	\$517	4.2x
McEwen Mining	MUX	Mexico	\$2.62	\$692	\$463	1.5	6.1	5.6	11.6	0.2	120	\$785	n/a	0.39x	\$ 40	nmf
Aurizon (Unaffected)	) ARZ	Canada	\$3.47	\$574	\$377	3.1	5.5	1.4	6.9	2.1	127	\$685	n/a	0.70x	\$ 54	n/a
Kirkland Lake	KGI	Canada	\$3.75	\$263	\$363	1.5	3.1	1.0	4.1	17.0	87	\$1,139	\$55	0.55x	\$ 88	6.6x
Timmins Gold	TMM	Mexico	\$1.74	\$251	\$256	1.3	1.6	1.4	2.9	0.5	123	\$715	\$63	0.69x	\$ 87	4.1x
Lake Shore Gold	LSG	Canada	\$0.43	\$179	\$308	0.9	3.4	3.5	6.8	2.2	121	\$877	\$62	0.46x	\$ 45	5.0x
Banro Corp	BAA	DRC	\$0.70	\$176	\$318	1.5	10.2	7.0	17.2	1.4	90	\$789	\$44	0.42x	\$ 18	7.2x
Luna Gold	LGC	Brazil	\$1.51	\$159	\$174	2.4	3.6	1.0	4.7	1.4	98	\$758	\$38	0.28x	\$ 37	4.6x
St. Andrew	SAS	Canada	\$0.36	\$134	\$118	0.7	3.0	1.0	4.0	2.8	100	\$931	\$51	0.62x	\$ 29	2.3x
Brigus Gold	BRD	Canada	\$0.57	\$132	\$197	1.8	2.4	0.4	2.8	2.2	100	\$708	\$75	0.57x	\$ 70	2.6x
San Gold	SGR	Canada	\$0.18	\$70	\$75	0.3	0.7	2.9	3.5	6.6	82	\$884	\$14	0.80x	\$ 21	5.3x
Avocet Mining	AVM	Malaysia	\$0.28	\$56	\$41	0.8	4.5	3.8	8.3	1.4	122	\$1,108	\$17	0.46x	\$ 5	2.5x
Gran Colombia	GCM	Colombia	\$1.47	\$22	\$91	0.0	13.6	4.2	17.7	1.1	111	\$1,141	\$19	0.04x	\$ 5	4.9x
Jaguar Mining	JAG	Brazil	\$0.23	\$20	\$257	2.4	7.5	1.3	8.8	1.4	94	\$879	\$26	1.57x	\$ 29	9.9x
average												\$877	\$49	0.59x	\$75	4.9x

Market data as at September 11, 2013

Source: FactSet, Bloomberg, equity research and company disclosure

Note: Gold equivalent resources and production shown on a precious metals basis only; enterprise value adjusted to exclude minority interest when calculating resource and production valuation multiples



<sup>\*</sup> Production, Cash Cost & EBITDA based on 2014 consensus estimates