

# **Gold**Not Just For Bugs

David Garofalo, SVP, Finance and CFO Agnico-Eagle Mines Limited



# **Forward Looking Statements**

The information in this document has been prepared as at April 19, 2010. Certain statements contained in this document constitute "forward-looking statements" within the meaning of the United States Private Securities Litigation Reform Act of 1995 and forward looking information under the provisions of Canadian provincial securities laws. When used in this document, the words "anticipate", "expect", "estimate", "forecast", "will", "planned", and similar expressions are intended to identify forward-looking statements or information.

Such statements include without limitation: statements regarding timing and amounts of capital expenditures and other assumptions; estimates of future reserves, resources, mineral production and sales; estimates of mine life; estimates of future internal rates of return, mining costs, cash costs, minesite costs and other expenses; estimates of future capital expenditures and other cash needs, and expectations as to the funding thereof; statements and information as to the projected development of certain ore deposits. including estimates of exploration, development and production and other capital costs, and estimates of the timing of such exploration, development and production or decisions with respect to such exploration, development and production; estimates of reserves and resources, and statements and information regarding anticipated future exploration; the anticipated timing of events with respect to the Company's minesites and statements and information regarding the sufficiency of the Company's cash resources. Such statements and information reflect the Company's views as at the date of this document and are subject to certain risks, uncertainties and assumptions, and undue reliance should not be placed on such statements and information. Many factors, known and unknown could cause the actual results to be materially different from those expressed or implied by such forward looking statements and information. Such risks include, but are not limited to: the volatility of prices of gold and other metals; uncertainty of mineral reserves, mineral resources, mineral grades and mineral recovery estimates; uncertainty of future production, capital expenditures, and other costs; currency fluctuations; financing of additional capital requirements; cost of exploration and development programs; mining risks; community protests; risks associated with foreign operations; governmental and environmental regulation; the volatility of the Company's stock price; and risks associated with the Company's byproduct metal derivative strategies. For a more detailed discussion of such risks and other factors that may affect the Company's ability to achieve the expectations set forth in the forwardlooking statements contained in this document, see the Company's Annual Report on Form 20-F for the year ended December 31, 2008, as well as the Company's other filings with the Canadian Securities Administrators and the U.S. Securities and Exchange Commission. The Company does not intend, and does not assume any obligation, to update these forward-looking statements and information. Marc Legault, a Qualified Person and the Company's Vice-President, Project Development, reviewed the technical information disclosed herein. For a detailed breakdown of the Company's reserve and resource position see the February 17, 2010 press release on the Company's website. That press release also lists the Qualified Persons for each project.

### **Note To Investors**



#### Note to Investors Regarding the Use of Non-GAAP Financial Measures

This document presents estimates of future "total cash cost per ounce" and "minesite cost per tonne" that are not recognized measures under United States generally accepted accounting principles ("US GAAP"). This data may not be comparable to data presented by other gold producers. These future estimates are based upon the total cash costs per ounce and minesite costs per tonne that the Company expects to incur to mine gold at the applicable projects and do not include production costs attributable to accretion expense and other asset retirement costs, which will vary over time as each project is developed and mined. It is therefore not practicable to reconcile these forward-looking non-GAAP financial measures to the most comparable GAAP measure. A reconciliation of the Company's total cash cost per ounce and minesite cost per tonne to the most comparable financial measures calculated and presented in accordance with US GAAP for the Company's historical results of operations is set forth in the notes to the financial statements included in the Company's Annual Information Form and Annual Report on Form 20-F, for the year ended December 31, 2008, as well as the Company's other filings with the Canadian Securities Administrators and the SEC.



# **Gold is Money**



- First known gold artifacts date back to ~4,000 BC
  - Gold's appeal, characteristics and scarcity have contributed to its synonymity with "value"
- Gold overtook silver as Europe's currency standard at the end of the 17th century
  - By 1908, only China and Hong Kong remained on a silver standard
- Gold backed treasury notes began to lose value around WWI, as governments were forced to issue non-backed paper money to fund the war
- Breton Woods system established after WWII –
   Gold pegged at US\$35/oz
  - System collapsed in 1971 as nearly all nations switched to full fiat money
- Gold remains the only non-printable, accepted currency and store of value





# What Makes Gold So Special?

- Gold's appeal through the centuries is multifold:
  - Dense, soft, shiny and the most malleable and ductile pure metal known
    - A gold leaf can be beaten thin enough to become translucent; 1 gram can be beaten into a sheet of 1m2
    - 70% denser than lead
  - Resistant to oxidation, corrosion and an excellent conductor of electricity
    - Well suited for use in coins, jewelry, and as a protective coating on other metals
  - Least reactive metal
  - Multiple industrial applications (jewelry, medicine, dentistry, electronics, food, etc.)
  - Very rare Gold's abundance in the Earth's crust is 0.000003%
- In medieval times, gold was often seen as beneficial for the health, in the belief that something that rare and beautiful could not be anything but healthy.

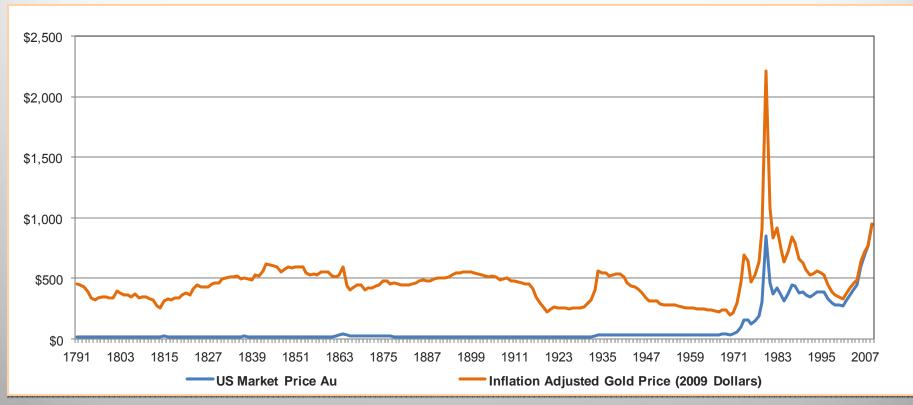


### **Gold – Sound Investment Over Time**

Gold has proven to be a consistent store of value

"Regardless of the dollar price involved, one ounce of gold would purchase a good-quality man's suit at the conclusion of the Revolutionary War, the Civil War, the presidency of Franklin Roosevelt, and today."





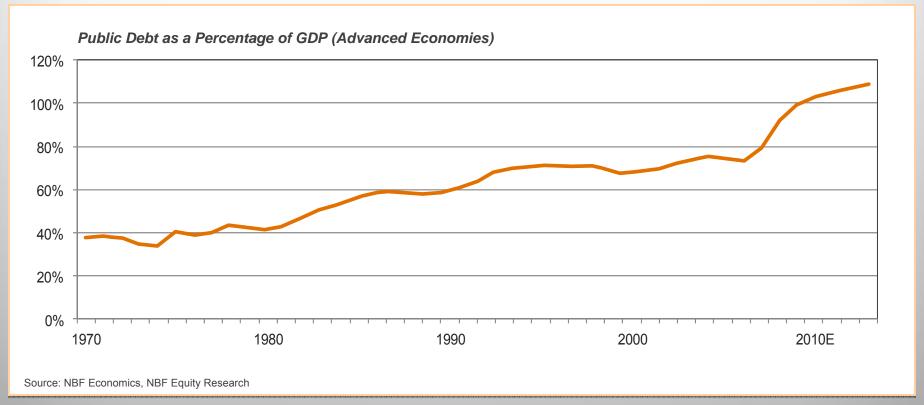
# **Preservation Of Wealth**



Gold's scarcity is in stark contrast to the exponential growth of public debt...

"Deficit spending is simply a scheme for the 'hidden' confiscation of wealth. Gold stands in the way of this insidious process. It stands as a protector of property rights."

Alan Greenspan - Former Chairman of the Federal Reserve





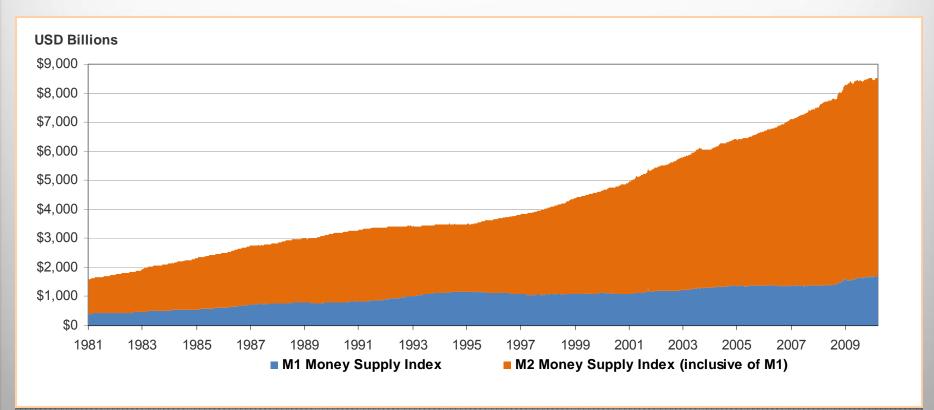
# **Hedge Against Inflation And Volatility**

... As well as the exponential growth in money supply

"The gold standard makes the money's purchasing power independent of the changing, ambitions and doctrines of political parties and pressure groups.

This is not a defect of the gold standard; it is its main excellence."

**Ludwig von Mises** – Famous Austrian Economist



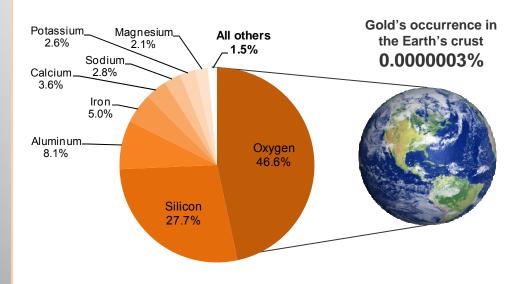
### Gold – One Of The Scarcest Metals



- Every year, global gold production is a mere 2,500 tonnes
  - By comparison, Iron (Fe) is produced at 1.2B tonnes annually
- As of 2009, worldwide above ground gold amounted to 163,000t the volume equivalent of ~240 TEU's\*, or less than one feeder vessel (300-500 TEU's).
  - It would take the cargoes of about 40 feeder vessels to fill up a large container ship

#### **Element Composition Of The Earth's Crust**

Source: Association for Mineral Exploration BC



#### 2009 Meadowbank Sealift ~ 240 TEU's



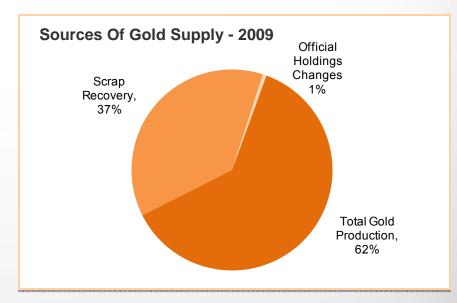
\* TEU - the volume of an intermodal container ~39m3

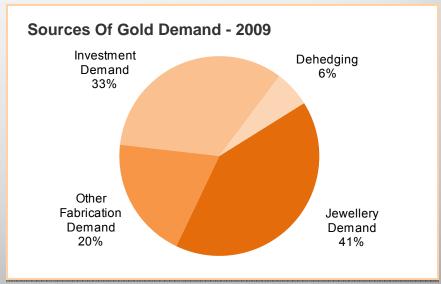
### **Gold Price Drivers**

Supply, Demand and (Dis)-Investment

### **Primary drivers of gold price:**

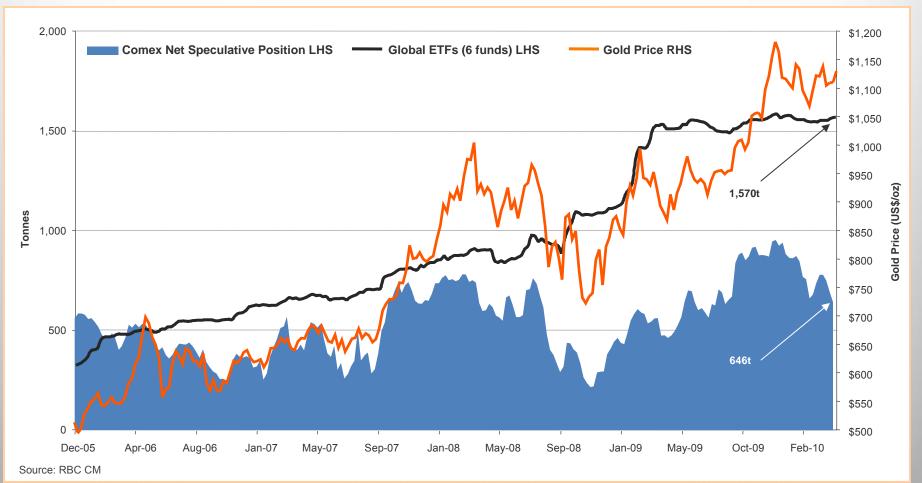
- Investment / Disinvestment
- Scrap supply
- Jewellery demand
- Producer hedging / dehedging
- Central Bank sales or purchases
- Mine supply





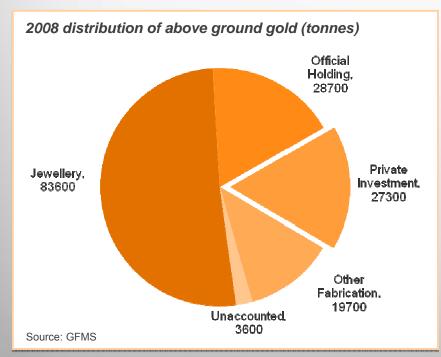
### **Investment Demand**

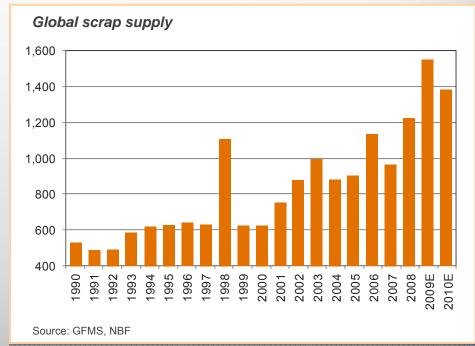
- Investment demand has likely been the most significant driver of the gold price over the past decade
  - Introduction of the gold ETF has created a medium for channeling investment demand for gold



# **Scrap Supply**

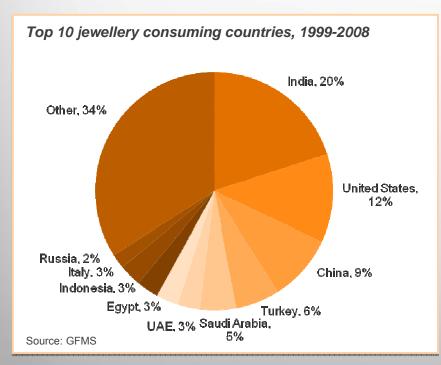
- Jewellery gold is the largest potential source of supply from above ground stocks
- Scrap sales volumes generally increase during periods of high prices and economic hardships – but not enough to adversely impact gold prices
  - Since 2000, gold price rose approximately by 300%, while scrap supply roughly doubled
  - In developed countries, high retail gold premiums force scrap sales to be driven primarily by special circumstances (death, divorce, destitution, damage)
  - In developing countries, price swings and economic crises are the main sources of scrap sales

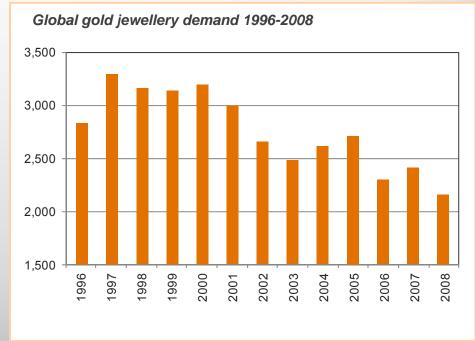




# **Jewellery Demand**

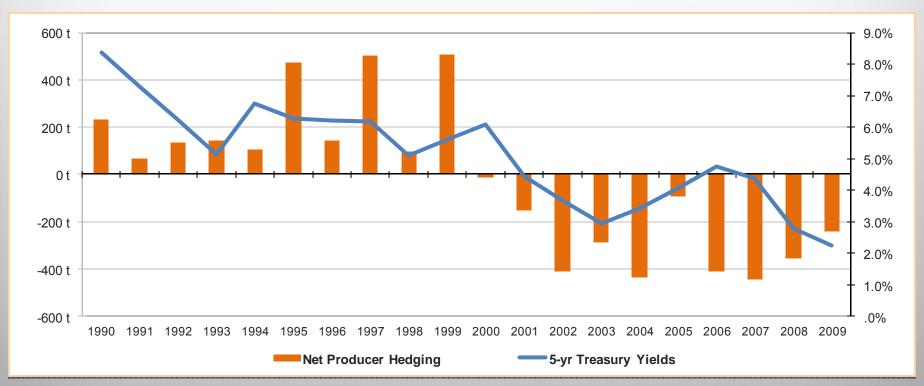
- Over the past decade 76% (UBS) of total gold supply has been accounted for by jewellery demand
  - Large appreciation of the USD-denominated gold price from 2001 to 2008 led to a significant decline in annual demand for gold jewellery...
  - ... however, rising demand from India, China and other developing countries continue to make jewellery demand an important factor affecting the price of gold





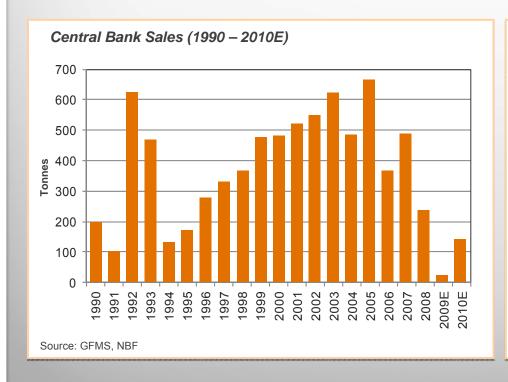
# **Producer Hedging/Dehedging**

- Miners' hedging of gold production has had a material adverse effect on prices through the 1990's
- Industry wide dehedging that began at the turn of the century has provided support for the gold price over the past decade
  - Total dehedging in 2009 was approximately 242 tonnes, leaving the remaining balance of world hedge books at approximately 250 tonnes, or 8M oz of gold



### **Central Bank Sales / Purchases**

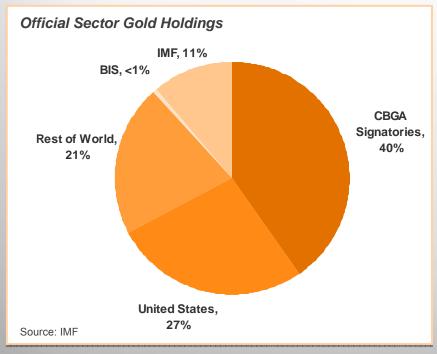
- Central Bank sales prior to and during CBGA agreements created significant resistance to upward gold price movement over the past two decades and peaked at close to 700 tonnes in 2005
- Since 2005 selling subsided materially, with net sales of only 24t in 2009
  - Non-CBGA countries, holding large foreign exchange reserves emerged as net buyers of gold

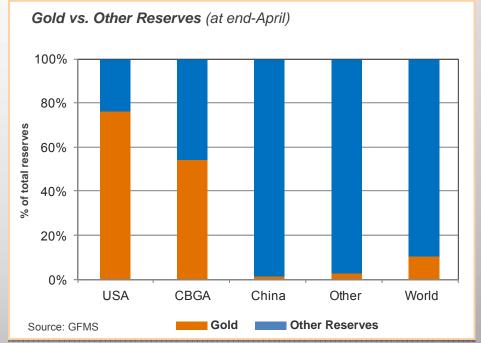


(US\$ billion,end-May 2009)	
Country	Foreign Exchange Reserves
China	2,089
Japan	993
Russia	386
Taiwan	313
India	242
South Korea	212
Brazil	194
Hong Kong	193
Singapore	170
Algeria	141

# Central Bank Sales / Purchases (continued)

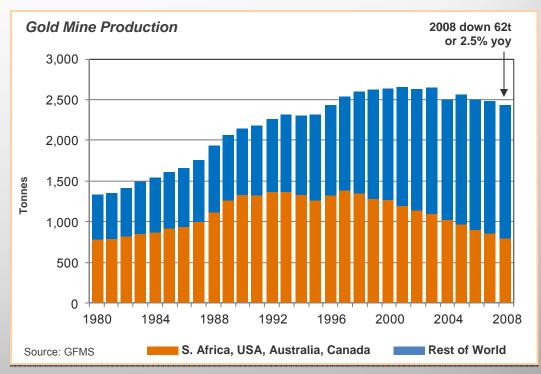
- In 2009, gold sales by the IMF and CBGA participants have been largely absorbed by purchases from Central Banks of China, India, Russia, Sri Lanka, and others
- Total Central Bank holdings are ~34,000 tonnes of gold at the end of 2009, representing approximately 12% of overall foreign exchange reserves
  - Developing countries with large foreign exchange reserves and relatively low gold holdings represent material potential purchasing power and support to the gold price





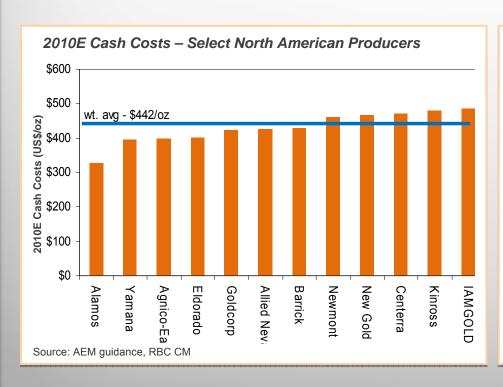
# Mine Supply

- Despite a 6% increase in 2009, overall mine production output has steadily declined since 2001 and is expected to continue to do so post-2010
- Production decline is particularly pronounced in traditional gold producing countries (S.Afr., USA, Canada, Australia), while China, Russia and Indonesia experienced the largest production increases in 2009
- New, high-political risk jurisdictions are increasingly becoming the locations of new projects
- Lack of physical and government infrastructure, corruption, permitting risk and political instability are some of the new risks facing producers



### **Market Cost Structure**

- Industry cash costs have risen dramatically over the past decade, reflecting:
  - Difficulties of operating gold mines in new, challenging jurisdictions
  - Sensitivities to increasing costs of input commodities (i.e. oil, steel, explosives, etc.)
  - Scarcity of quality large scale deposits
- Consistently rising industry operating cost environment provides a degree of support for the price of gold





# **Operations At A Glance**

100% of reserves at six operating mines.

- Located in mining-friendly regions of low political risk
- 100% owned, with low total acquisition costs
- Each region has long-term mining camp potential





# **Corporate Strategy**

Strategy Remains Focused On Per Share Metrics

- Increase gold production
  - Targeting 2010 gold production of 1.0 million to 1.1 million oz
  - Internal expansions expected to contribute to steady production growth through 2014
- Grow gold reserves
  - Record gold reserves of 18.4 million ounces
  - Four of the six deposits may ultimately exceed 5 million oz
- Acquire small, think big
  - Focus on early stage projects where value can be created for AEM's shareholders
  - Anticipate closing Comaplex deal in June 2010
- Be a low-cost leader
  - Steady state mines have achieved very good cost performance
- Maintain a solid financial profile
  - Credit facilities of \$900M with a large syndicate of banks





# **AEM Transformation Successfully Completed**

\$2.1B Spent on Five New Mines Over Three Years

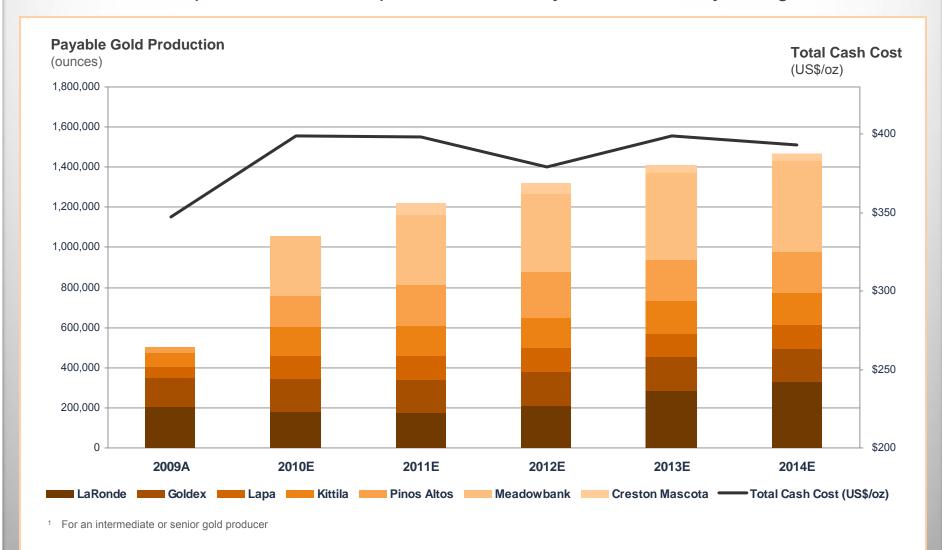
- **2007 2010** 
  - Regionally focused one-mine producer
     Multi-mine international gold producer with 6 operating mines
  - Annual production of 231,000 oz → Production expected to grow four-fold to over 1 million oz Au
  - Gold reserves of 12.5 million oz —— Gold reserves have grown ~50% to 18.4 million oz
  - \$40M Exploration budget 

    Exploration budget increased 90% to \$75M in 2010
  - Share price of \$38.92 (Jan 3/07) → Share price of \$56.21 (Jan 4/10)



### **Industry Leading<sup>1</sup> Gold Production Growth Estimates**

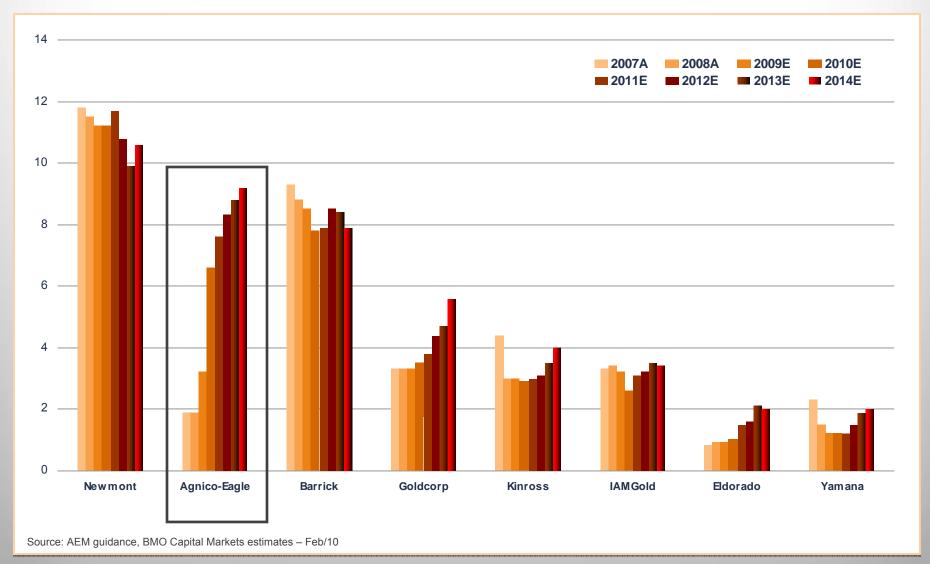
Studies on three potential internal expansions underway. Meliadine study to begin in 2011.





## **Leading Growth Profile Among Senior Producers**

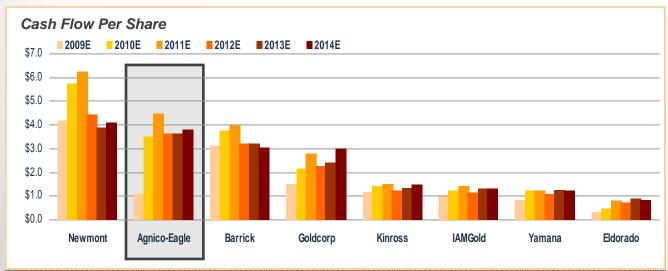
Gold production (oz) / 1000 shares

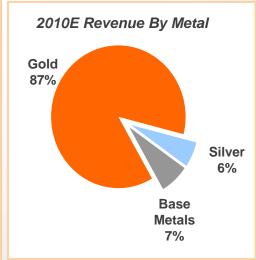


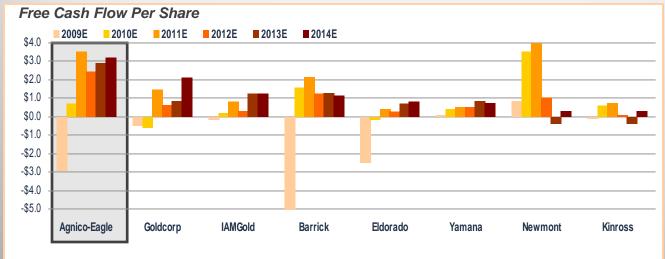


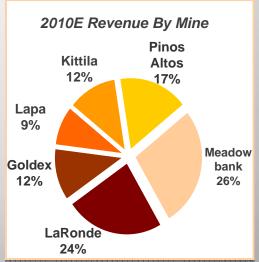
### **Transformation To Multi-Mine Gold Producer Complete**

Industry Leader In Cash Generation Going Forward









Source: BMO Capital Markets estimates – Feb/10; Gold assumptions (US\$/oz): 2010 - \$1150, 2011 - \$1150, 2012 - \$950, 2013 & 2014 - \$850



A solid financial position, low-cost structure, well-funded growth projects in regions of low political risk, and a focused, consistent strategy put Agnico-Eagle in a strong position to continue creating exceptional per share value.

#### Sean Boyd

Vice Chairman and Chief Executive Officer

**Ebe Scherkus** 

President and Chief Operating Officer

**David Garofalo** 

Senior Vice President, Finance and Chief Financial Officer

Trading Symbol: AEM on TSX & NYSE

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