



# Energy Business Unit & Marketing

March 31, 2015

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# Forward Looking Information

Both these slides and the accompanying oral presentation contain certain forward-looking statements within the meaning of the United States Private Securities Litigation Reform Act of 1995 and forward-looking information within the meaning of the Securities Act (Ontario) and comparable legislation in other provinces. Forward-looking statements can be identified by the use of words such as "plans", "expects" or "does not expect", "is expected", "budget", "scheduled", "estimates", "forecasts", "intends", "anticipates" or "does not anticipate", or "believes", or variation of such words and phrases or state that certain actions, events or results "may", "could", "should", "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 Teck to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. These forward-looking statements include statements relating to management's expectations regarding future oil prices, that PFT bitumen produced at Fort Hills is expected to be equivalent to WCS, other statements regarding our Fort Hills project, including mine life of Fort Hills, projected revenues and economics, cash flow potential, future production targets, our market access options and projected railway and pipeline capacity.

These forward-looking statements involve numerous assumptions, risks and uncertainties and actual results may vary materially. Management's expectations of mine life are based on the current planned production rate and assume that all resources described in this presentation are developed. Certain forward-looking statements are based on assumptions regarding the price for Fort Hills product and the expenses for the project. In addition, certain statements are based on assumptions set out in the presentation slides or oral presentation or assumptions regarding general business and economic conditions, market competition, availability of market access options described in this presentation, our ongoing relations with our partners, performance by customers and counterparties of their contractual obligations, and the future operational and financial performance of the company generally. The foregoing list of assumptions is not exhaustive.

Events or circumstances could cause actual results to differ materially. Factors that may cause actual results to vary include, but are not limited to: unanticipated developments in business and economic conditions in the oil market, changes in interest or currency exchange rates, changes in taxation laws or tax authority assessing practices, legal disputes or unanticipated outcomes of legal proceedings, unanticipated operational or development difficulties (including failure of plant, equipment or processes to operate in accordance with specifications or expectations, cost escalation, unavailability of materials and equipment, industrial disturbances or other job action, and unanticipated events related to health, safety and environmental matters), assumptions used to generate our economic analysis, decisions made by our partners or co-venturers, political events, social unrest, lack of available financing for Teck or its partners or co-venturers, and changes in general economic conditions or conditions in the financial markets. Our Fort Hills project is not controlled by us and construction and production schedules may be adjusted by our partners.

Certain of these risks are described in more detail in Teck's annual information form available at [www.sedar.com](http://www.sedar.com) and in public filings with the SEC at [www.sec.gov](http://www.sec.gov). Teck does not assume the obligation to revise or update these forward-looking statements after the date of this document or to revise them to reflect the occurrence of future unanticipated events, except as may be required under applicable securities laws.

# Building a Valuable Energy Business

Improving oil market balance post-2016

Fort Hills economics robust

Diversified approach to market access

Establishing terminal and pipeline commitments

# Agenda

Oil Pricing & Quality

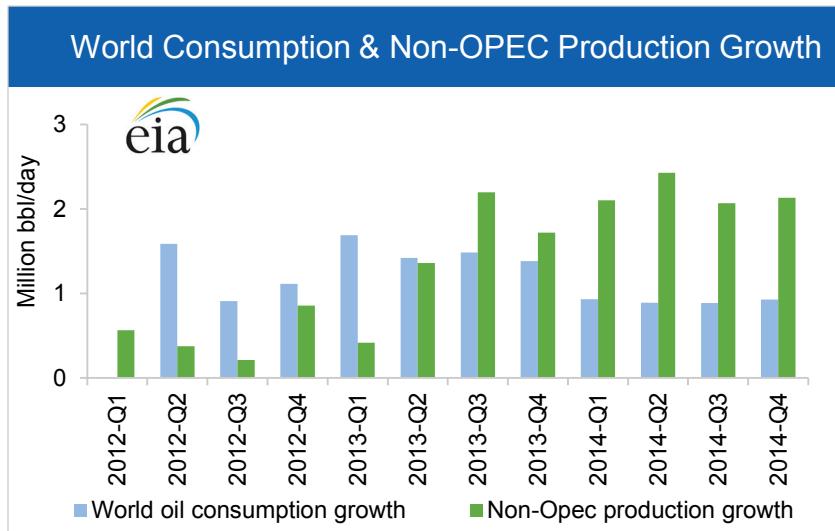
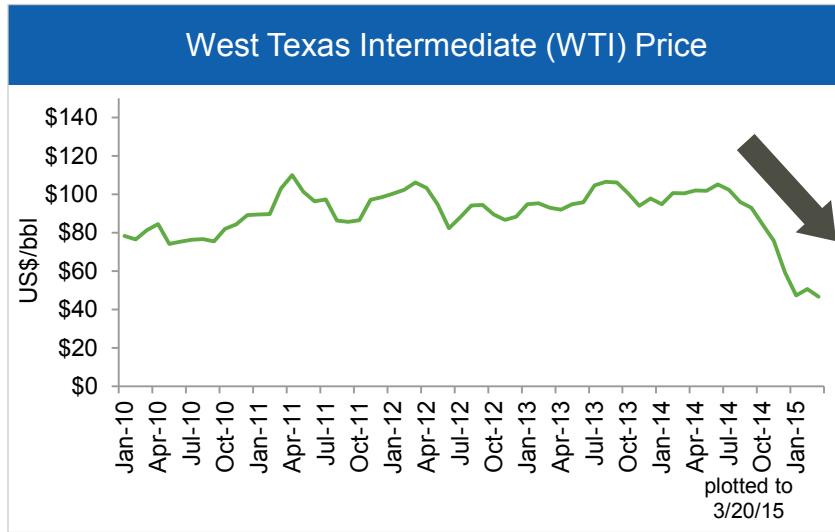
Market Access

Current Pipeline Logistics

Market Strategy

Summary

# Changing Global Supply Environment



## 2010-2014: Stable Pricing

- Based on:
  - Strong non-OECD economic growth
  - Marginal global supply growth through 2012
  - Libya/Iraq political instability
- Reliance on OPEC to manage global supply

## 2014-2015: Significant Price Decline

- Global supply/demand imbalance
  - Slowing demand growth, esp. non-OECD
  - Significant non-OPEC production growth, e.g. Canadian oil sands and US shale oil
- US crude storage reaching capacity
- OPEC no longer managing global supply
  - Saudi Arabia declined to be a swing producer at November OPEC meeting

Going forward, oil prices will be determined by supply/demand fundamentals

# Good Long Term Oil Price Fundamentals

## Swift Response To Lower Prices

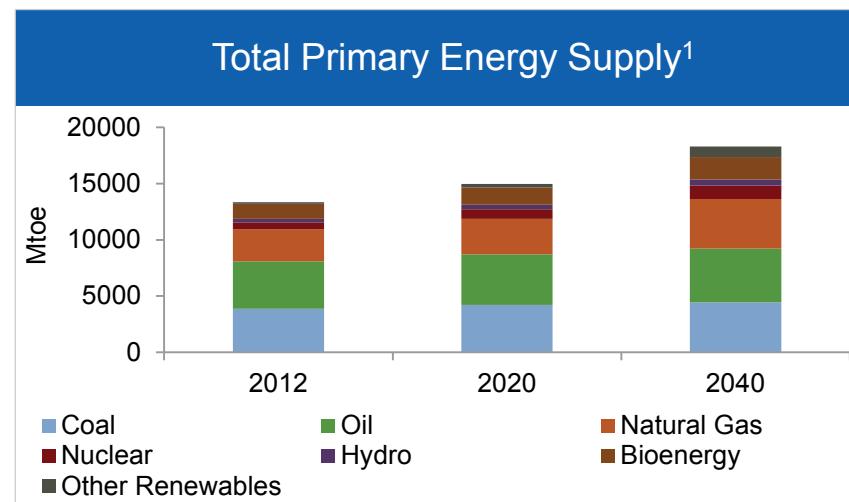
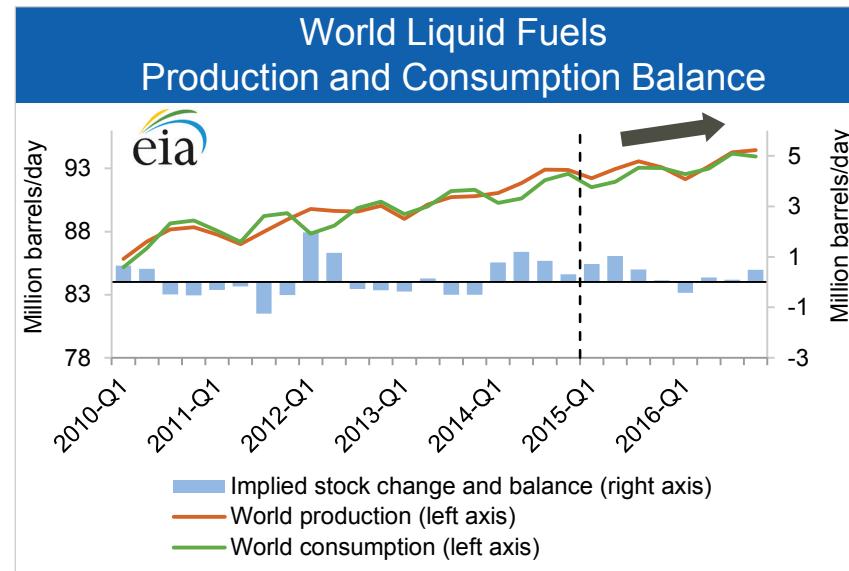
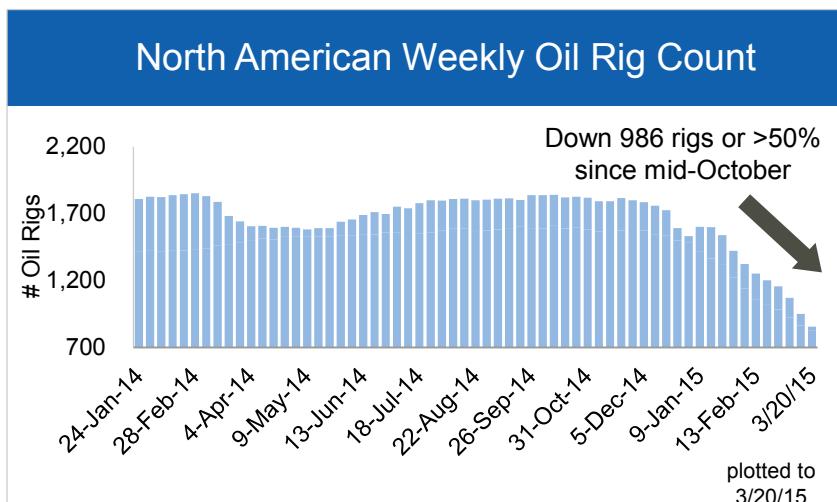
- Significant reductions in capital spending
- North America active oil rig counts falling
- Global supply growth slowing

## Balanced Market Expected After 2016

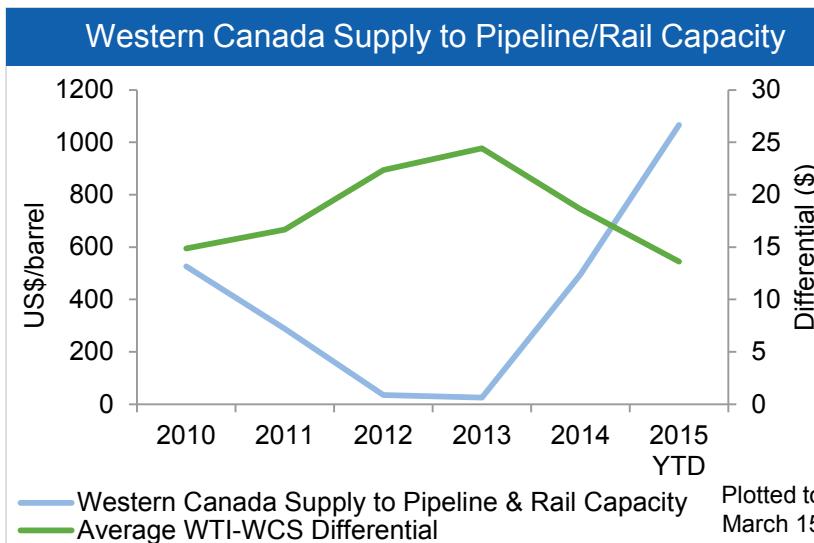
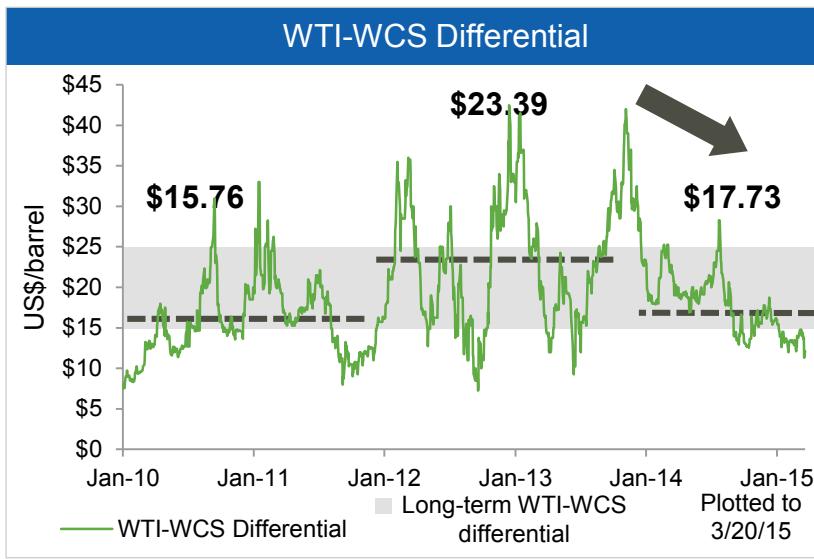
- No fundamental change to global liquids demand growth
  - Significant demand growth in emerging markets
  - Improving US economy
- Low oil prices enable demand growth

## Future Oil Prices Based On:

- Open market pricing
- Global supply/demand balance
- US shale oil becoming the swing producer



# Narrower Heavy Oil Price Differential



**Western Canadian Select (WCS) is the benchmark for Canadian heavy oil pricing**

- Differential to WTI based on
  - Supply/demand, alternate feedstock accessibility, refinery outages & pipeline accessibility
- Differential narrowed in 2014 due to
  - Lower oil prices
  - Growth in rail capacity, which improves market access and mitigates price volatility

**Differential tends to narrow as capacity tightens relative to supply**

**Fort Hills produces Paraffinic Froth Treatment (PFT) bitumen**

- Process removes 'fines' and around half of the asphaltenes (8% of heaviest portion of bitumen)
- Less diluent required to meet pipeline specifications and results in higher refinery distillation yields
- Meets commercial pipeline specifications, so no need to invest in an upgrader with its inherent reliability issues
- Pricing expected to be equivalent to WCS

# Bitumen Netback Calculation Model

## Typical Diluted Bitumen (Dilbit) Blend

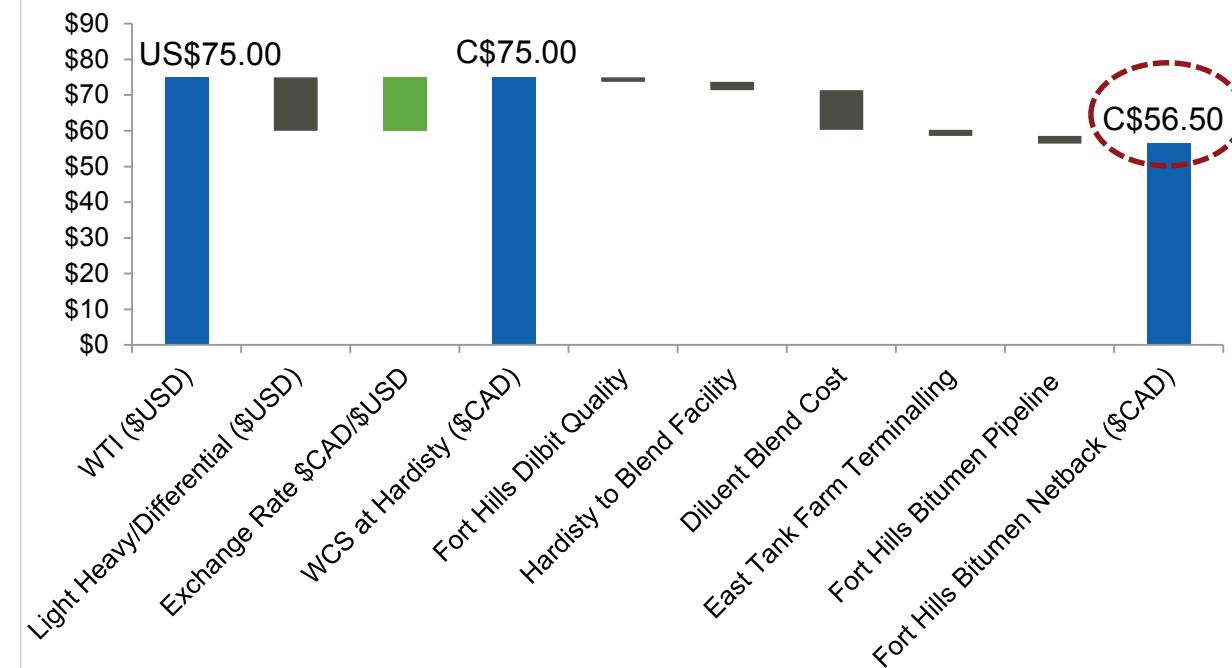
Western Canadian Select (WCS) at Hardisty



~25% Diluent  
~75% Bitumen

WTI	Bitumen Netback
US\$60	C\$42.75
US\$75	C\$56.50
US\$90	C\$70.25

## Bitumen Netback Calculation Example\*



Teck seeks to secure dedicated transportation capacity for Fort Hills volumes to key markets to minimize WCS discount

# Lower Operating Costs

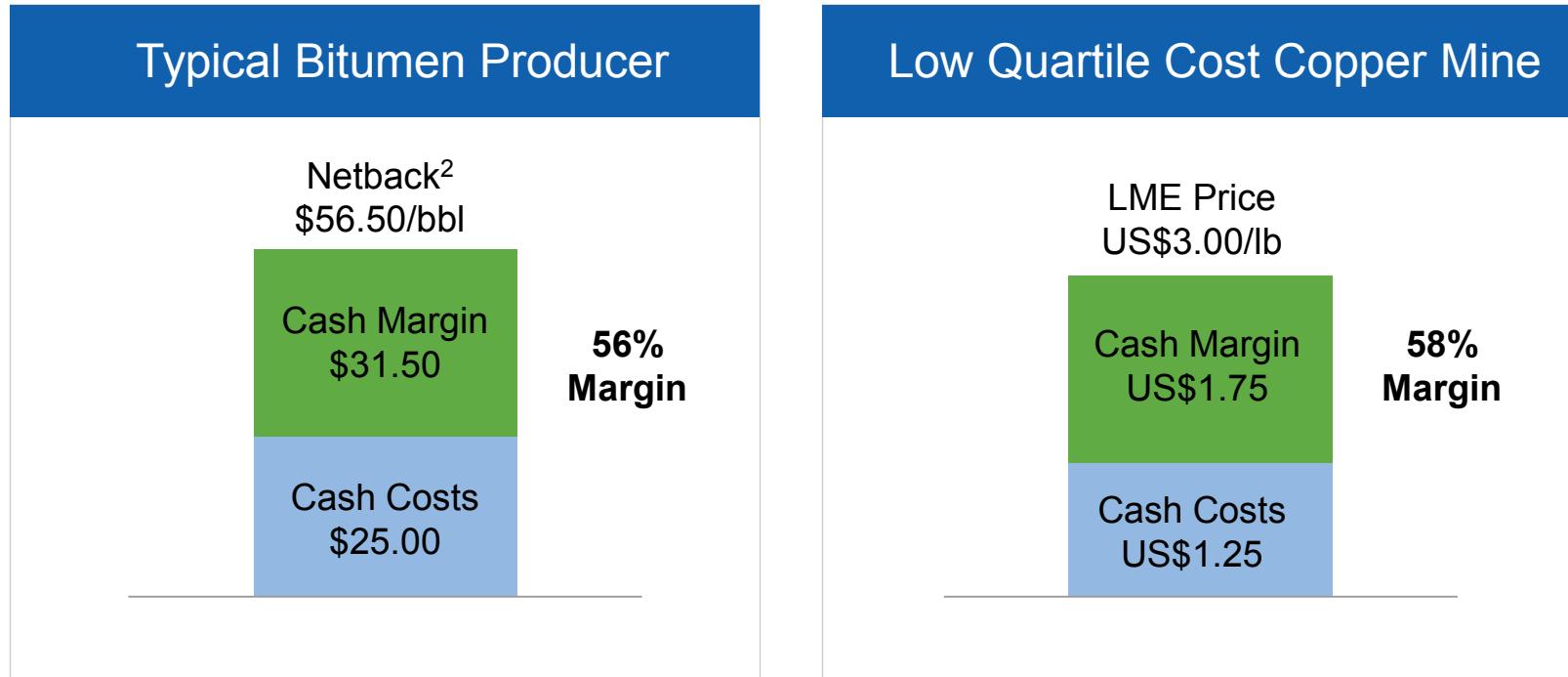
**Fort Hills' operating costs are expected to be competitive with industry benchmarks**

- Project design integrates the latest technologies
  - Improvements in process plant design
  - Tailing management systems incorporated in the original design, not as a retrofit
- On-site upgrader not required
  - Increases production reliability, thus lower unit costs
  - Avoids any upgrader slowdowns or shutdowns



Fort Hills partners expect mine life cash costs of \$20-24/bbl\*

# Competitive Bitumen Margins<sup>1</sup>

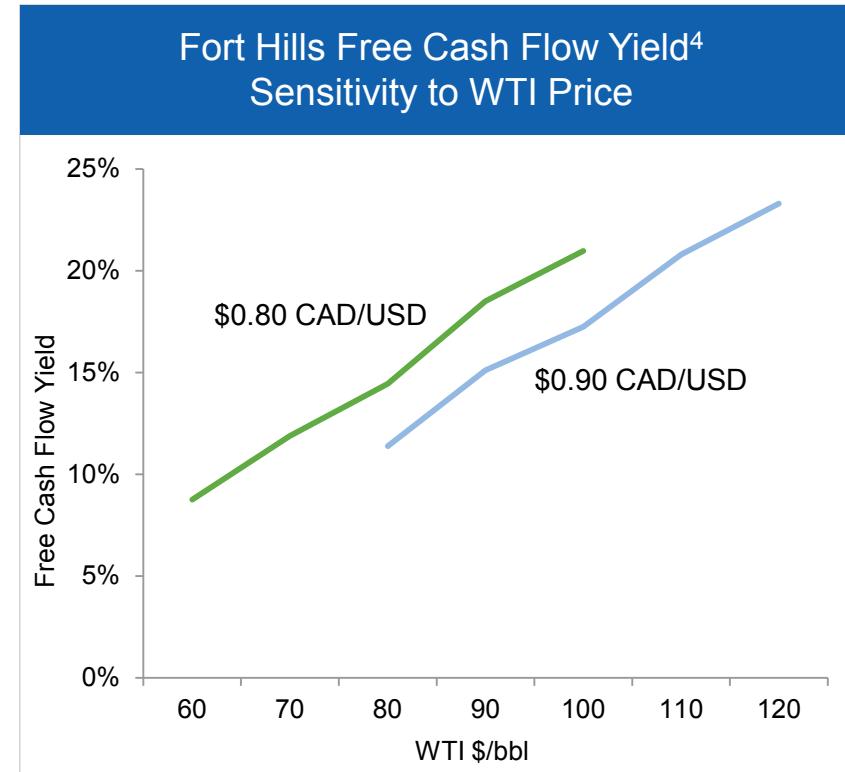


Fort Hills' cash margins are expected to be comparable to the lowest cost mining operations

1. Excludes royalties. Cash costs represent the mid-point of the guidance range including sustaining capital.
2. Assuming US\$75 WTI, \$15 differential WTI to WCS and \$0.80 USD/CAD.

# Fort Hills' Economics Robust<sup>1</sup>

Potential Contribution from Fort Hills	\$70 WTI & \$0.80 CAD/USD	\$90 WTI & \$0.90 CAD/USD
Teck's share of annual production (36,000 bpd)	13 Mbpa	13 Mbpa
Estimated netback <sup>2</sup>	~\$54/bbl	~\$63/bbl
Estimated operating margin <sup>2</sup>	~\$29/bbl	~\$38/bbl
Alberta oil royalty – Phase 1 (prior to capital recovery) <sup>2</sup>	~\$2/bbl	~\$4/bbl
Estimated net margin <sup>2</sup>	~\$26/bbl	~\$34/bbl
Annual pre-tax cash flow	~\$350 M	~\$444 M
Teck's share of go-forward capex <sup>3</sup>	~\$2,940 M	~\$2,940 M
Free cash flow yield <sup>4</sup>	~12%	~15%



The Fort Hills project is expected to have significant free cash flow yield across a range of WTI prices

Source: Teck Resources Limited

1. Estimates are based on exchange rates as shown, expected bitumen netbacks, and operating costs of C\$25 per barrel, including sustaining capital of C\$3-5 per barrel.
2. Per barrel of bitumen.
3. Go-forward capital is the go-forward amount from the date of the Fort Hills sanction decision (October 30, 2013), denominated in Canadian dollars and on a fully-escalated basis.
4. Pre-tax free cash flow yield during capital recovery period.

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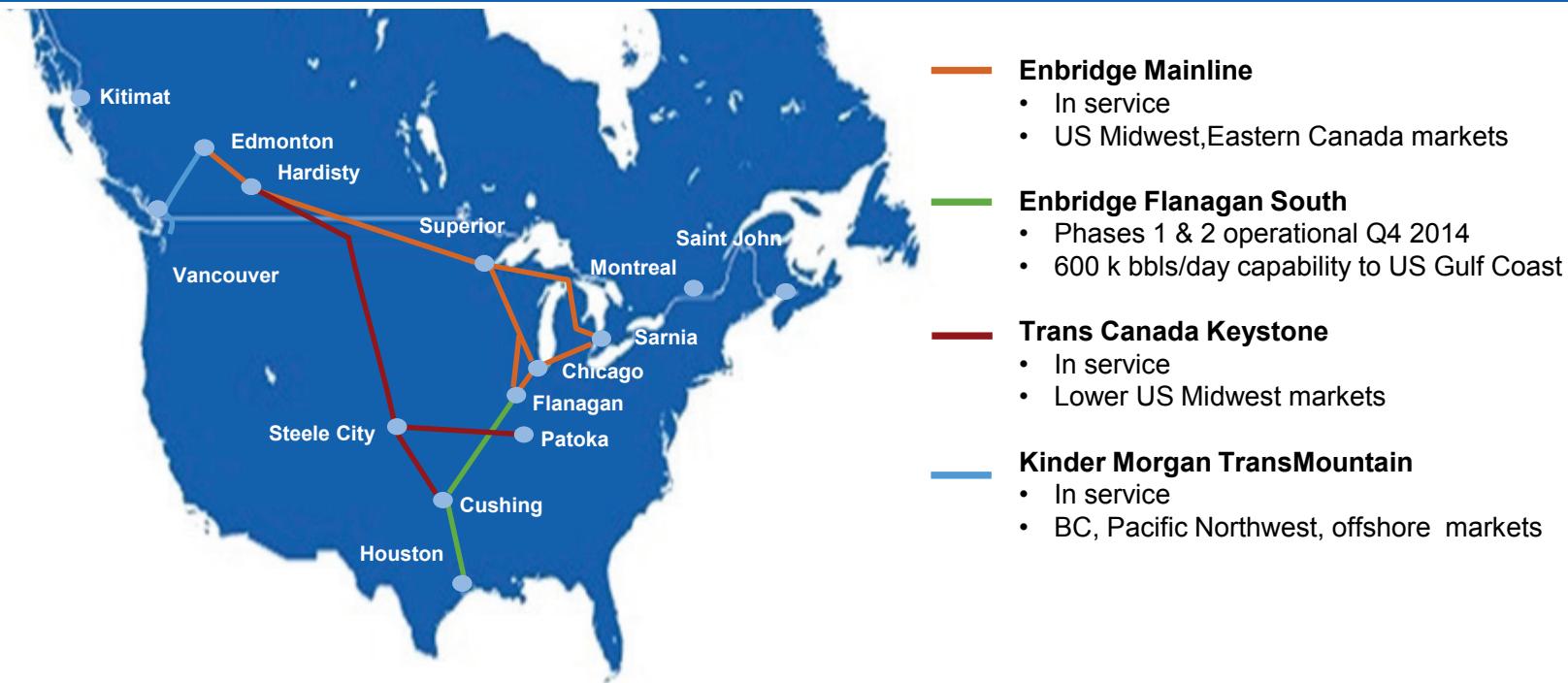
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# The US is a Prime Market

## Existing North American Pipelines to US/Canadian Markets



- The United States is a prime market for Canadian blended bitumen
  - Midwest is the traditional market for Canadian heavy oil
  - Gulf Coast market access is a priority for long term growth

# Additional US Pipeline Capacity Proposed

## New/Proposed North American Pipelines to US Markets



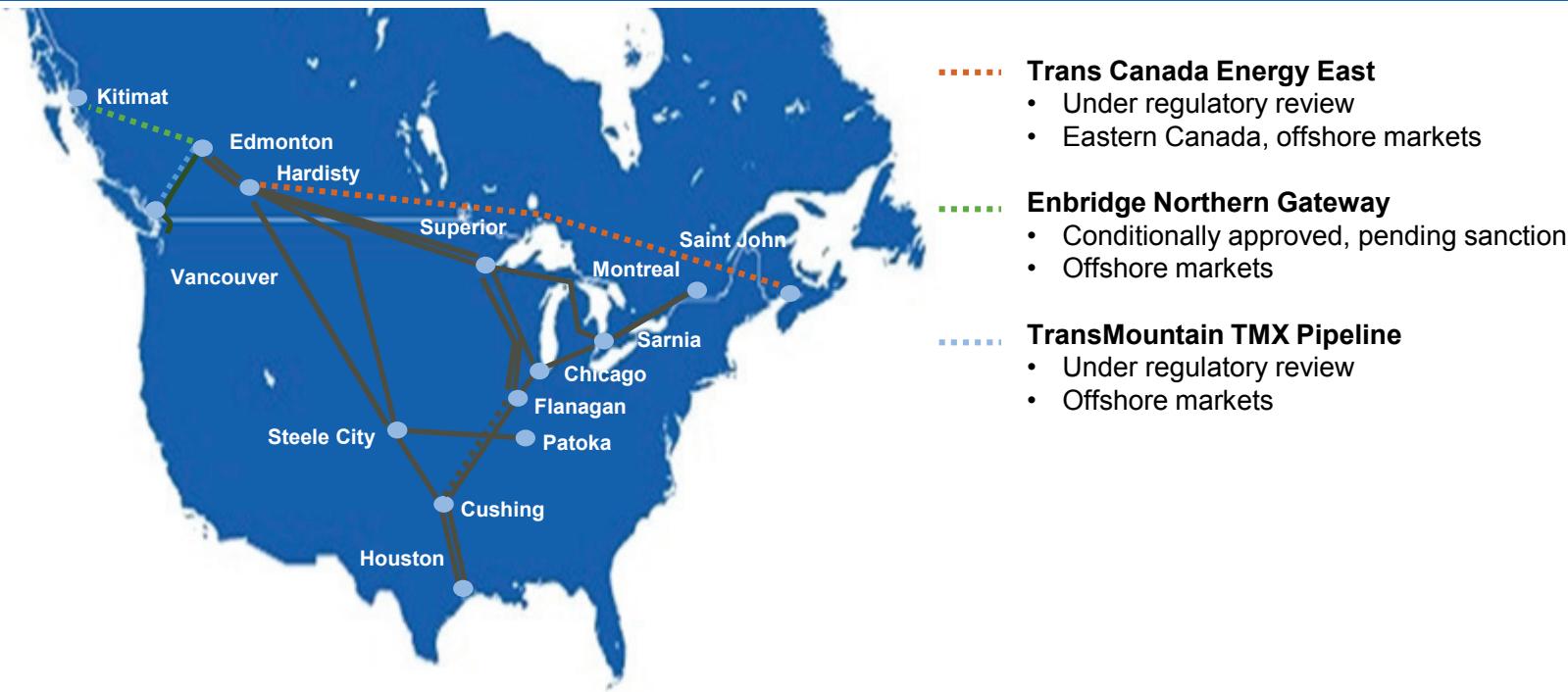
- ..... **Enbridge Line 9B Reversal**
  - Construction completed, operational 1<sup>st</sup> half 2015
  - Ontario, Quebec markets
- ..... **Keystone XL<sup>1</sup>**
  - Cushing-US Gulf Coast Market Link: In service
  - Hardisty to Steele City: Awaiting US approval
  - US Gulf Coast market
- ..... **Enbridge Mainline (AB Clipper & Line 3 Replacement)**
  - Under regulatory review
  - US Midwest market, Flanagan South optimization
- ..... **Enbridge Line 61 Twin**
  - Feasibility review
  - US Midwest market, Flanagan South optimization
- ..... **Enbridge Flanagan South Expansion**
  - Feasibility review
  - US Gulf Coast market

- Several new pipelines and expansions have been proposed
- Market access will be improved as projects move forward

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Asia is a Growing Market

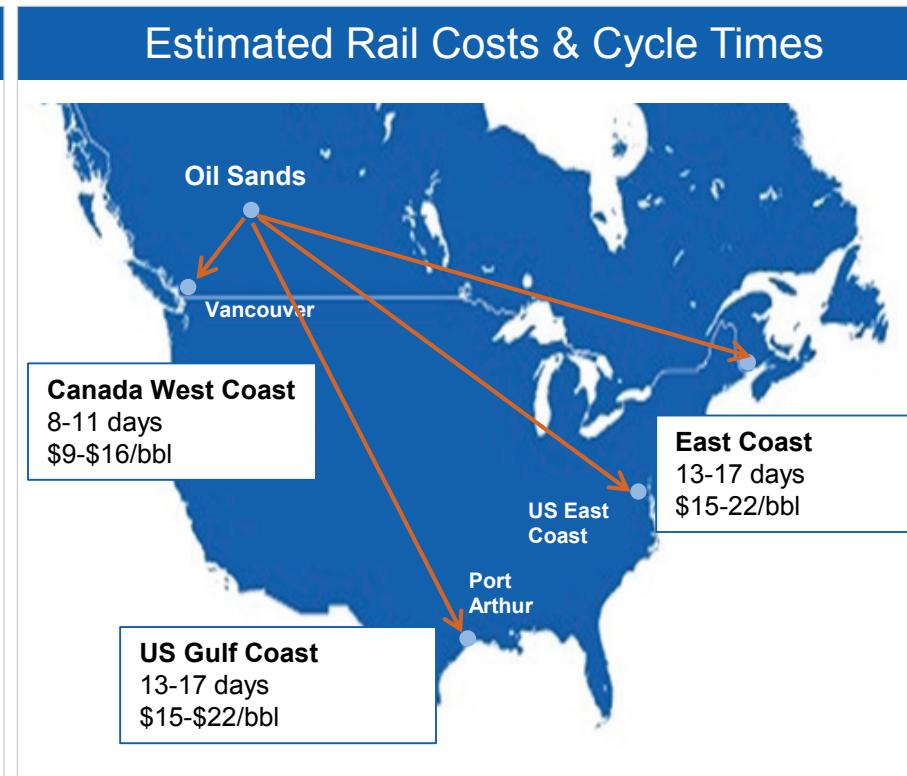
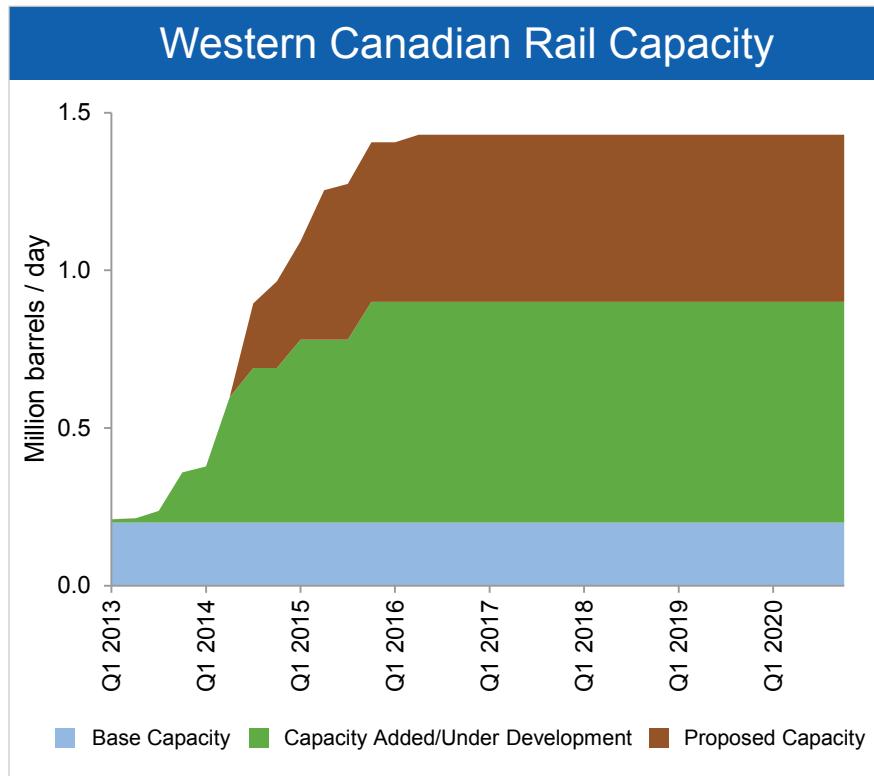
Teck

Proposed North American Pipelines to Tidewater Ports



- Asia is a growing heavy oil market
  - China, India and others have been building complex refining process units to process heavy oil

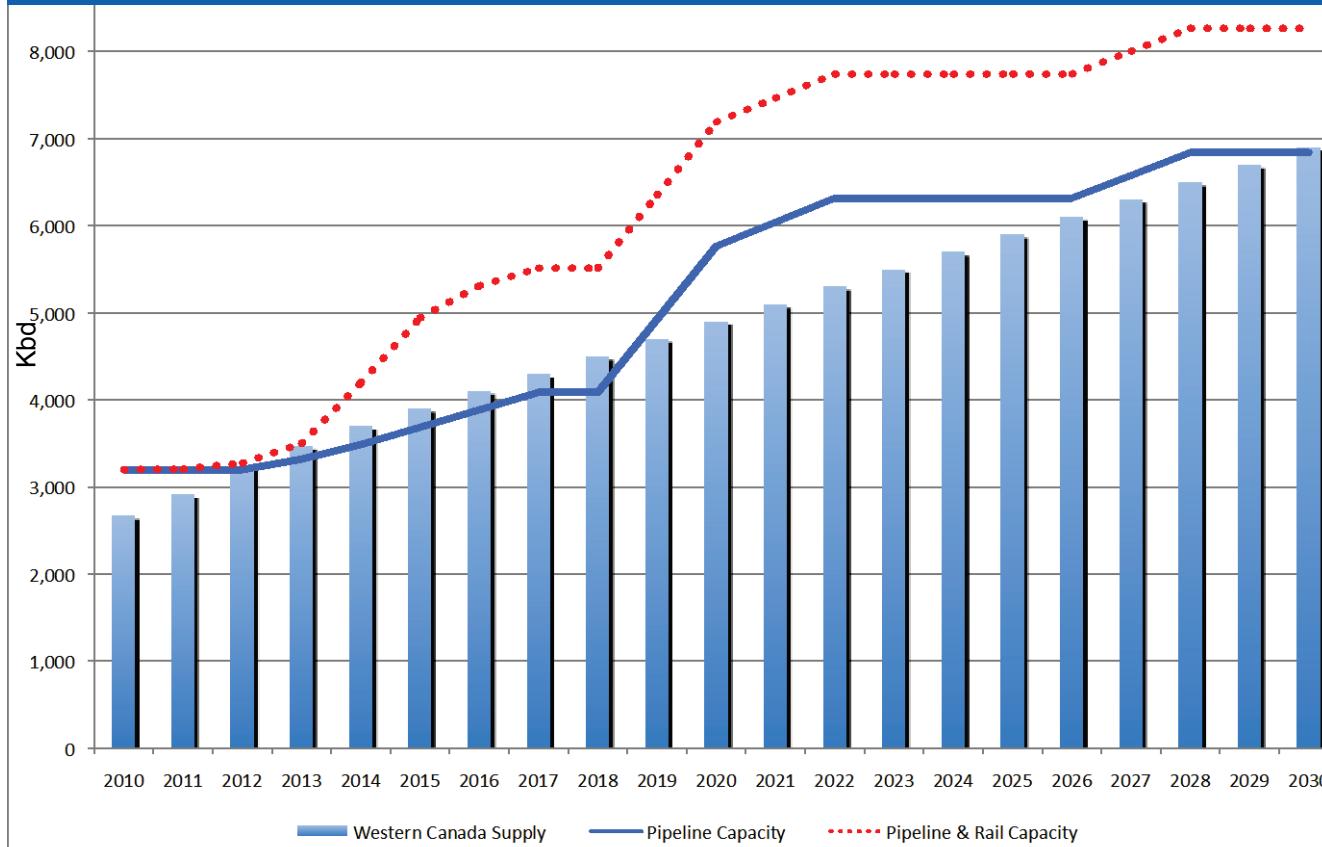
# Growing Rail Capacity in Western Canada



- Several rail loading terminals constructed or under development
- Several market options are available, as rail off-loading facilities have been developed throughout North America

# Sufficient Pipeline & Rail Capacity for Supply

Western Canadian Crude Oil Supply vs. Pipeline & Rail Capacity Outlook



- Common carrier mainline adding capacity to 2018
- New long-term pipeline capacity planned
- Current rail capacity sufficient for expected production

Lower oil prices reduce competition for pipeline capacity

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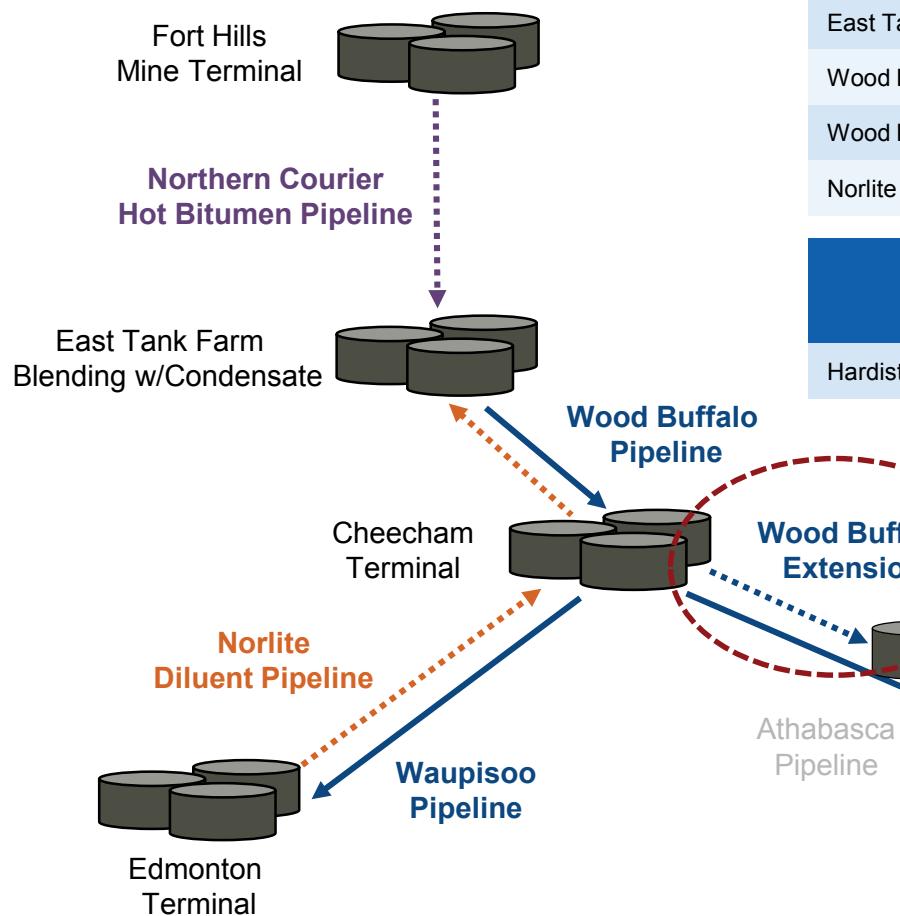
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# Committed Logistics Solutions in Alberta



Pipeline	Operator	Nominal Capacity (k bpd)	Teck Capacity (k bpd)	Status
Northern Courier Hot Bitumen	TransCanada	202	40.4	Construction
East Tank Farm - Blending	Suncor	292	58.4	Construction
Wood Buffalo Blend Pipeline	Enbridge	550	65.3	Operating
Wood Buffalo Extension	Enbridge	550	65.3	Regulatory
Norlite Diluent Pipeline	Enbridge	130	18.0	Regulatory

Terminal	Operator	Nominal Capacity (k barrels)	Teck Capacity (k bpd)	Status
Hardisty Blend Tankage	TBA	Up to 450	TBA	TBA

Pipeline Legend	
Bitumen	—→
Blend	—→
Diluent	—→
Existing	—
New	.....

## Options

- Export Pipeline
- Rail
- Local Market

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# Strategy for Diversified Market Access

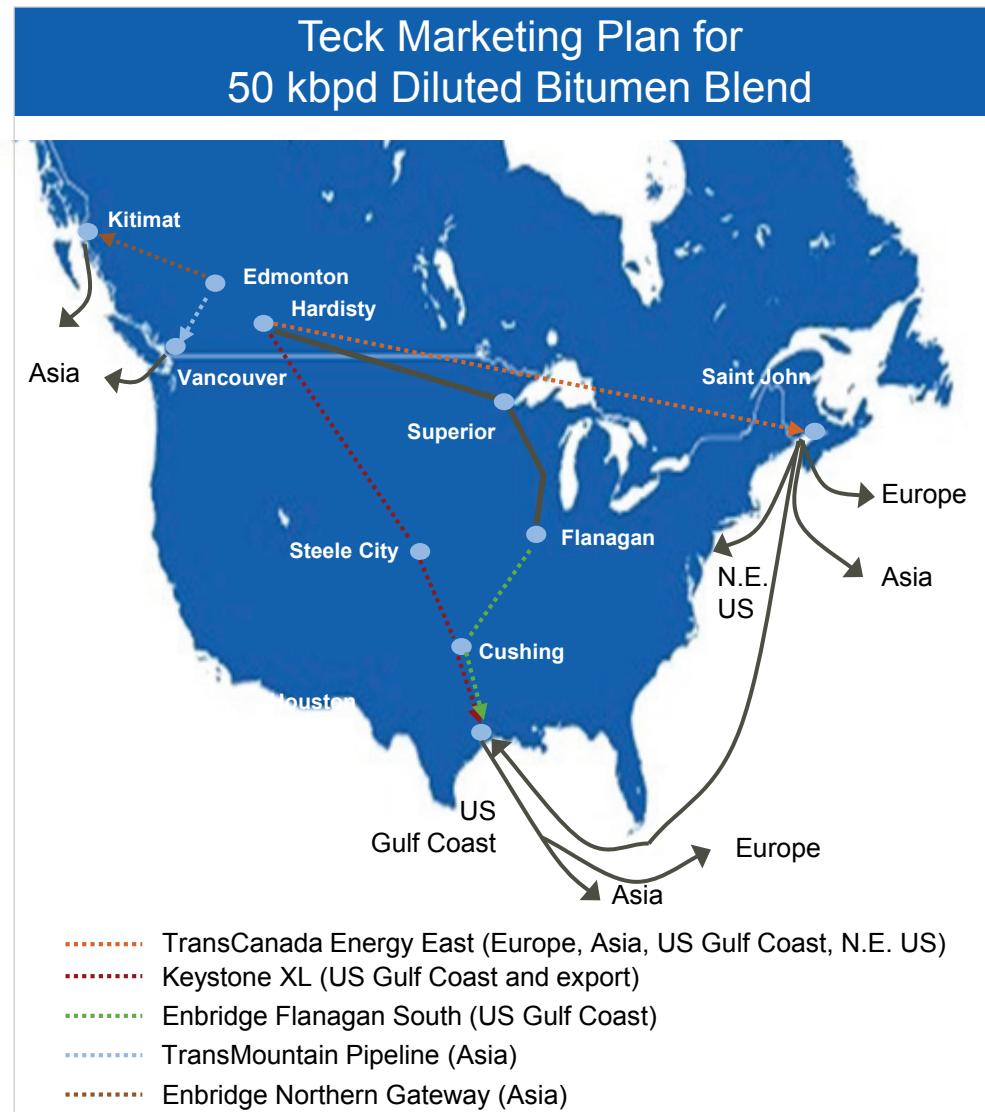
## Terminal Service & Storage

- Securing up to 450,000 barrels of dedicated storage at Hardisty

## Logistics

- Maximize netbacks by utilizing 2-3 pipeline opportunities;
  - Energy East
  - Keystone XL
  - Flanagan South
  - Trans Mountain or Northern Gateway
  - Trade between Hardisty/Edmonton
- Maintain rail as a backup

Teck can enter into long-term commitments



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