# Teck









## Fourth Quarter 2011

**Investor Conference Call and Webcast** 

February 9, 2012

## 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). 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 estimates, forecasts, and statements as to management's expectations with respect to, among other things, our future earnings and cash flow, our future interest expense, expected progress and costs of growth projects, expected realized pricing for coal, expected coal production rates, strip ratios and costs the potential impact of transportation and other potential production disruptions, the impact of currency exchange rates, future trends for the company, future production and sales volumes, capital expenditures and mine production costs, expected deliveries of equipment in our coal business, demand and market outlook for commodities, future commodity prices and treatment and refining charges, the settlement of coal contracts with customers, and the outcome of mine permitting currently underway.

These forward-looking statements involve numerous assumptions, risks and uncertainties and actual results may vary materially. These statements are based on a number of assumptions, including, but not limited to, assumptions regarding general business and economic conditions, interest rates, the supply and demand for, inventories of, and the level and volatility of prices of zinc, copper, coal and gold and other primary metals and minerals produced by Teck as well as oil, natural gas and petroleum products, the timing of receipt of regulatory and governmental approvals for Teck's development projects and other operations, the availability of financing for Teck's development projects on reasonable terms, Teck's costs of production and production and productivity levels, as well as those of its competitors, power prices, market competition, the accuracy of Teck's reserve estimates (including, with respect to size, grade and recoverability) and the geological, operational and price assumptions on which these are based, tax benefits, the resolution of environmental and other proceedings, our ongoing relations with our employees and partners and joint venturers, performance by customers and counterparties of their contractual obligations, and the future operational and financial performance of the company generally.

## Forward Looking Information







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: adverse developments in business and economic conditions in the principal markets for Teck's products, in credit markets, or in the supply, demand, and prices for metals and other commodities to be produced, changes in interest and currency exchange rates, failure of customers or counterparties to perform their contractual obligations, inaccurate geological or metallurgical assumptions (including with respect to the size, grade and recoverability of mineral reserves and resources), changes in taxation regimes, legal disputes or unanticipated outcomes of legal proceedings, unanticipated operational difficulties (including failure of plant, equipment or processes to operate in accordance with specifications or expectations, cost escalation, unavailability of materials and equipment, government action or delays in the receipt of permits or government approvals, industrial disturbances or other job action, and unanticipated events related to health, safety and environmental matters), political risk, 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.

Certain of these risks are described in more detail in the annual information form of the company available at www.sedar.com and in public filings with the SEC. The company 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.

### **Q4 Investor Conference Call**







## Speakers

**Don Lindsay** 

**President & CEO** 

Ron Millos

SVP Finance & CFO

## 2011 Highlights







## Revenues up 25%, Profit up 47%

Record Revenues

\$ 11,514 million

Record Gross Profit

(before depreciation & amortization)

\$ 5,788 million

Record Profit

(attributable to shareholders)

\$ 2,668 million

Record EBITDA

\$ 5,459 million

## 2011 Profit



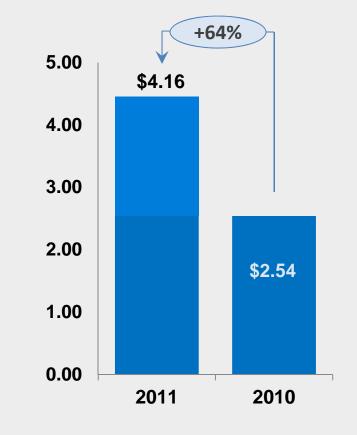




## **Adjusted Profit**

_	2011	2010
Profit (\$millions)	\$2,468	\$1,503
EPS - Basic	\$4.18	\$2.55
Diluted	\$4.16	\$2.54

#### Earnings per Share (C\$)



## Q4 Highlights







## Adjusted Profit up 20% YoY

Revenues	\$ 2,972	million
Gross Profit* (before depreciation & amortization)	\$ 1,434	million
Profit (attributable to shareholders)	\$ 637	million
Adjusted Profit (attributable to shareholders)	\$ 613	million
EBITDA	\$ 1,304	million

## Adjusted Profit







(\$ millions, net of taxes)	Ilions, net of taxes) Q4 '11		Q3 '11	
Profit attributable to Shareholders as reported	\$ 637	\$ 325	\$ 814	
Asset Sales & Other	(1)	(2)	(24)	
F/X (gains) losses	(14)	(25)	15	
Derivative (gains) losses	(61)	(86)	(63)	
Collective Agreement Charge	29	_	_	
Financing, Impairment charges & Tax items	23	300		
Adjusted Profit	613	512	742	
Adjusted EPS	\$ 1.04	\$ 0.87	\$ 1.26	

### Coal







Coal	_	Mt

**Production** 

Sales

**Average Realized Price** (US\$/t)

(C\$/t)

Site Costs (C\$/t)

**Transportation Costs (C\$/t)** 

#### **Financial Results**

Revenue

**Gross Profit** 

(before depreciation and amortization)

Q4 2011	Q4 2010		Q3 2011
6.7	6.0		6.0
5.5	6.0		6.1
253	200		285
259	204		279
65	54		70
33	35		31
	C\$ milli	ons	
1,434	1,215		1,717
891	682		1,094

## Coal Business Highlights

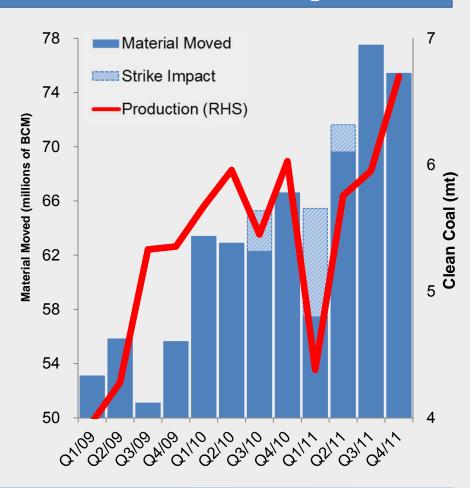






### Key to Achieving Coal Production Targets

- Q4 production 6.7Mt increased by 11% YoY
- Q4 material movement of 75 MBCM increased by 14%
- 23 new haul trucks & 2 new shovels during 2011
- Past the peak of higher strip ratio (clean coal)
- Trend anticipated to stabilize into 2012



## Copper







#### **Copper in Concentrate (kt)**

Production

Sales

#### **Copper Cathode (kt)**

**Production** 

Sales

#### **Moly in Concentrate (M lbs)**

**Production** 

Sales

#### **Financial Results**

Revenue

**Gross Profit** 

(before depreciation and amortization)

Q4	Q4		Q3
2011	2010		2011
69	60		63
72	55		68
20	25		14
19	26		17
3.9	2.7		2.8
4.0	2.3		2.6
	C\$ millio	ons	
778	775		808
339	441		439

## Copper Business Highlights







- Q4 production 356ktpa rate
- Antamina Expansion project:
  - Ball mill commissioning
  - SAG mill Q1 2012
  - Flotation March 2012
- Andacollo:
  - YoY higher operating rate
  - Ratified new labour agreement



## Highland Valley Copper







Direct site costs down over
 7% year-over-year

# Higher reported operating costs:

- Increased sales volume
- One-time labour settlement cost
- Less stripping capitalized

#### **Comparative Costs**

\$ millions	Q4 2011	Q4 2010
Direct Site Costs	\$124	\$134
Capitalized Stripping	(\$14)	(\$22)
Change in Inventory	\$17	(\$27)
	\$127	\$85
Labour Settlement	\$44	\$0
Operating Costs Reported	\$171	\$85

### Zinc







Zinc	in	Conce	entrate	(kt)
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Production

Sales

#### Refined Zinc (kt)

Production

Sales

#### **Lead in Concentrate (kt)**

Production

Sales

#### Refined Lead (kt)

**Production** 

Sales

#### **Financial Results**

Revenue

**Gross Profit** 

(before depreciation and amortization)

Q4	Q4		Q3
2011	2010		2011
150	153		164
209	241		194
75	70		73
75	68		69
22	17		19
32	41		46
22	13		20
21	13		21
	C\$ millio	ns	
760	726		855
204	229		281

## Zinc Business Highlights





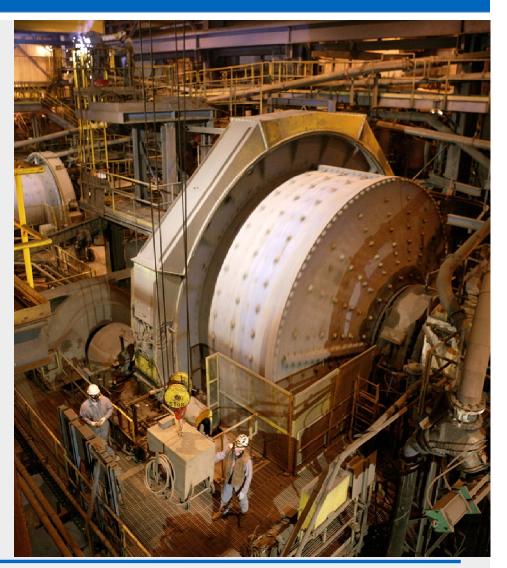


#### Red Dog

- Record mill throughput at Red Dog
- Commissioning of two IsaMills
- Transitioning to Aqqaluk

#### Trail

Improved plant performance



### **Q4 Investor Conference Call**







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**SVP Finance & CFO** 

## Q4 2011 – Cash Changes







	<u>\$Millions</u>
Cash Flow from Operations	1,248
Working Capital Changes	(49)
Capital Expenditures / Investments	(698)
Proceeds from investments & other	71
Debt principal and interest payments	(131)
Purchase for cancellation of Class B voting shares	(171)
Distributions to non-controlling interests	(13)
Fx translation & Other	(112)
Cash & STI Increase	145
Cash at quarter end	\$4,405

## Final Pricing Adjustments







		anding at er 30, 2011		anding at er 31, 2011	Settlement Adjustment (C\$ M) Before Tax*
Copper	149 M lbs	\$3.24 US\$/lb	164 M lbs	\$3.43 US\$/lb	\$29 Million
Zinc	210 M lbs	\$0.87 US\$/lb	184 M lbs	\$0.83 US\$/lb	-\$9 Million
Lead	61 M lbs	\$0.93 US\$/lb	41 M lbs	\$0.90 US\$/lb	-\$2 Million
Other (m	oly, silver, etc	.)			-\$14 Million
Total	Pricing Ac	ljustments*			\$4 million

\*Net of treatment and refining charges



### 2012 Guidance







### Production

Coal 24.5 – 25.5 M tonnes

Coal site costs \$72 – 78/ tonne

Copper 350 – 375 k tonnes

Zinc in Concentrate 580-610 k tonnes

Refined Zinc 280 – 290 k tonnes

## 2012 Capex Guidance







Sustaining & Other Development	Sustaining	Development
Copper	320	162
Coal	365	165
Zinc	160	60
Energy (incl. Fort Hills Investment)	-	260
Corporate	25	
	\$870	\$647
Major Project Spending		
Quintette		340
QB Phase II		325
HVC Mill Expansion & extension stripping		300
Antamina Expansion		73
		\$1,038
Total (incl. Investment in Fort Hills)		\$2,555

## Leverage to Strong Commodities







2011	EBITDA	\$5.5Bn
	2011 Avg	EBITDA $\Delta$
<ul><li>Coal</li></ul>	us <b>\$257/t</b>	\$25 M / \$1 A
• Copper	us <b>\$4.00/lb</b>	\$7 M / \$.01 A
• Zinc	us <b>\$0.99/lb</b>	\$10 M / \$.01 A
• \$C/\$US	\$0.99	\$85 M / \$.01 A

Volume and cost changes from 2011 need to be taken into account in estimates of EBITDA for 2012

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## **Project Developments**







- Frontier / Equinox Oil Sands Mine Projects
   DBM Complete and regulatory application filed Q4 2011
- Quintette Coal Mine Feasibility Study Q2 2012
- Quebrada Blanca Phase II
   Feasibility study Q1 2012
- Relincho Copper Mine Feasibility study Q1 2013
- Fort Hills Phase I
  Engineering update 2012

## Summary







Record annual revenues & gross profit

Record annual copper production

Record material moved at coal operations

Increased semi-annual dividend

Bought back shares

# Teck









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