

# 2013 Third Quarter Results

November 6, 2013



**TSX: IMG NYSE: IAG**

# Management Participants

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**STEVE LETWIN**

President & CEO

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**GORD STOTHART**

EVP & Chief Operating Officer

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**CAROL BANDUCCI**

EVP & Chief Financial Officer

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**CRAIG MACDOUGALL**

SVP, Exploration

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**TIM BRADBURN**

Associate General Counsel and Corporate Secretary

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**BOB TAIT**

VP, Investor Relations

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# Cautionary Statement on Forward-Looking Information

All information included in this presentation, including any information as to the Company's future financial or operating performance, and other statements that express management's expectations or estimates of future performance, other than statements of historical fact, constitute forward looking information or forward-looking statements and are based on expectations, estimates and projections as of the date of this presentation. For example, forward-looking statements contained in this presentation are found under, but are not limited to being included under, the headings "Third Quarter 2013 Highlights", "Operating Highlights and Corporate Developments", and "2013 Outlook", and include, without limitation, statements with respect to: the Company's guidance for production, cash costs, all-in sustaining costs, depreciation expense, effective tax rate, niobium production and operating margin, capital expenditures, operations outlook, cost management initiatives, development and expansion projects, exploration, the future price of gold, the estimation of mineral reserves and mineral resources, the realization of mineral reserve and mineral resource estimates, the timing and amount of estimated future production, costs of production, permitting timelines, currency fluctuations, requirements for additional capital, government regulation of mining operations, environmental risks, unanticipated reclamation expenses, title disputes or claims and limitations on insurance coverage. Forward-looking statements are provided for the purpose of providing information about management's current expectations and plans relating to the future. Forward-looking statements are generally identifiable by, but are not limited to the, use of the words "may", "will", "should", "continue", "expect", "anticipate", "estimate", "believe", "intend", "plan", "suggest", "guidance", "outlook", "potential", "prospects", "seek", "targets", "strategy" or "project" or the negative of these words or other variations on these words or comparable terminology. Forward-looking statements are necessarily based upon a number of estimates and assumptions that, while considered reasonable by management, are inherently subject to significant business, economic and competitive uncertainties and contingencies. The Company cautions the reader that reliance on such forward-looking statements involve risks, uncertainties and other factors that may cause the actual financial results, performance or achievements of IAMGOLD to be materially different from the Company's estimated future results, performance or achievements expressed or implied by those forward-looking statements, and the forward-looking statements are not guarantees of future performance. These risks, uncertainties and other factors include, but are not limited to, changes in the global prices for gold, niobium, copper, silver or certain other commodities (such as diesel, aluminum and electricity); changes in U.S. dollar and other currency exchange rates, interest rates or gold lease rates; risks arising from holding derivative instruments; the level of liquidity and capital resources; access to capital markets, and financing; mining tax regimes; ability to successfully integrate acquired assets; legislative, political or economic developments in the jurisdictions in which the Company carries on business; operating or technical difficulties in connection with mining or development activities; laws and regulations governing the protection of the environment; employee relations; availability and increasing costs associated with mining inputs and labour; the speculative nature of exploration and development, including the risks of diminishing quantities or grades of reserves; adverse changes in the Company's credit rating; contests over title to properties, particularly title to undeveloped properties; and the risks involved in the exploration, development and mining business. With respect to development projects, IAMGOLD's ability to sustain or increase its present levels of gold production is dependent in part on the success of its projects. Risks and unknowns inherent in all projects include the inaccuracy of estimated reserves and resources, metallurgical recoveries, capital and operating costs of such projects, and the future prices for the relevant minerals. Development projects have no operating history upon which to base estimates of future cash flows. The capital expenditures and time required to develop new mines or other projects are considerable, and changes in costs or construction schedules can affect project economics. Actual costs and economic returns may differ materially from IAMGOLD's estimates or IAMGOLD could fail to obtain the governmental approvals necessary for the operation of a project; in either case, the project may not proceed, either on its original timing or at all.

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# Introduction



# Priorities



Cost Reduction



Disciplined Capital Allocation



Cash Preservation



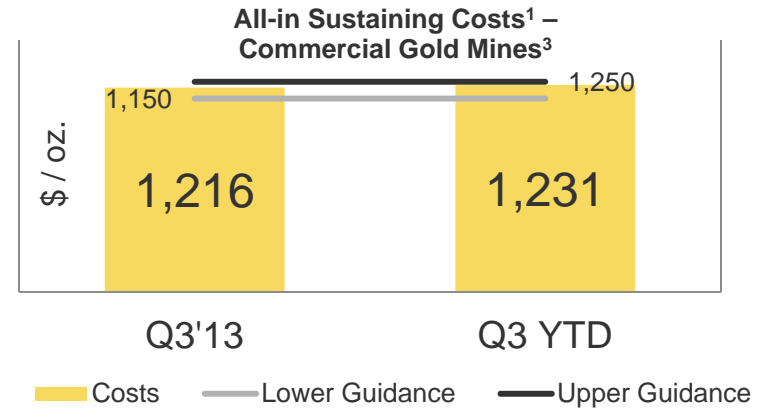
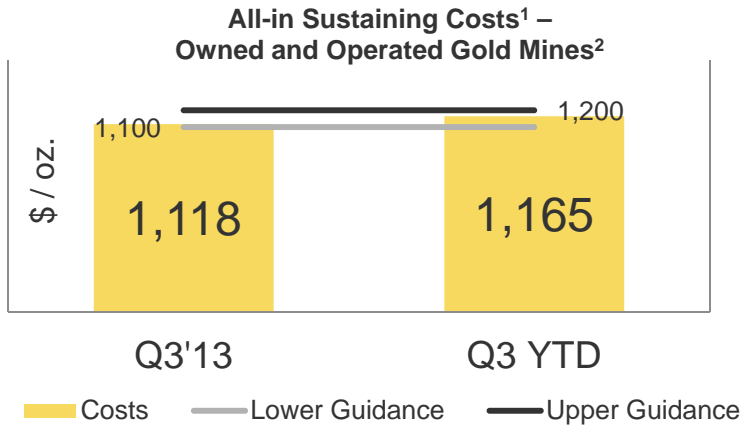
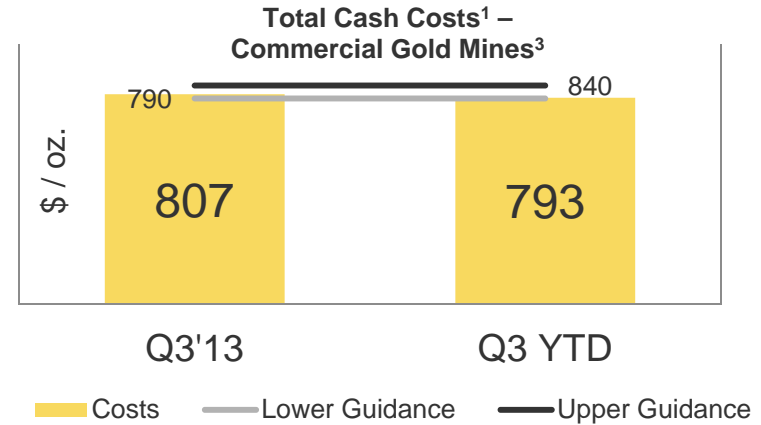
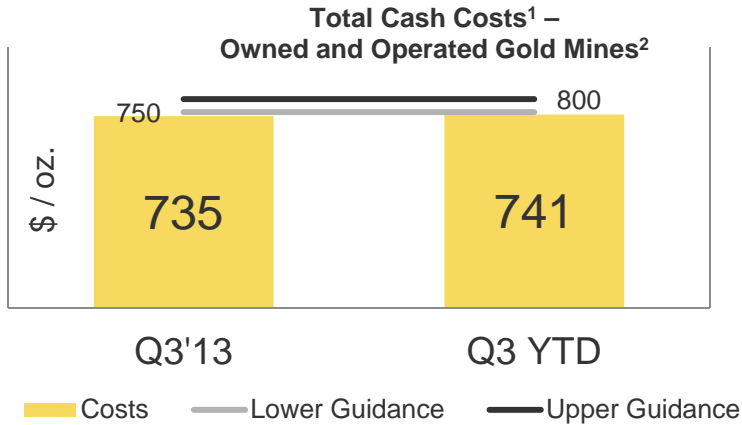
# Third Quarter 2013 Highlights

- ✓ Net earnings attributable to shareholders was \$0.07/share
- ✓ Net cash from operating activities before changes in working capital<sup>1</sup> was \$0.18/share
- ✓ Production of 228,000 ounces; up 11% year-over-year
- ✓ Total cash costs<sup>1</sup> – gold mines<sup>2</sup> were \$807/oz. for Q3 and \$793/oz. YTD, at the lower end of the guidance range
- ✓ All-in sustaining costs<sup>1</sup> – gold mines<sup>2</sup> were also within guidance at \$1,216/oz. for Q3 and \$1,231/oz. YTD
- ✓ On track to reach \$100M cost reduction target; 77% achieved

<sup>1</sup> This is a non-GAAP measure. Please refer to the non-GAAP performance measures section of the MD&A for reconciliation to GAAP.

<sup>2</sup> Gold mines, as used with total cash costs and all-in sustaining costs, consist of Rosebel, Essakane, Mouska, Sadiola and Yatela on an attributable basis.

# Maintaining 2013 Cost Guidance



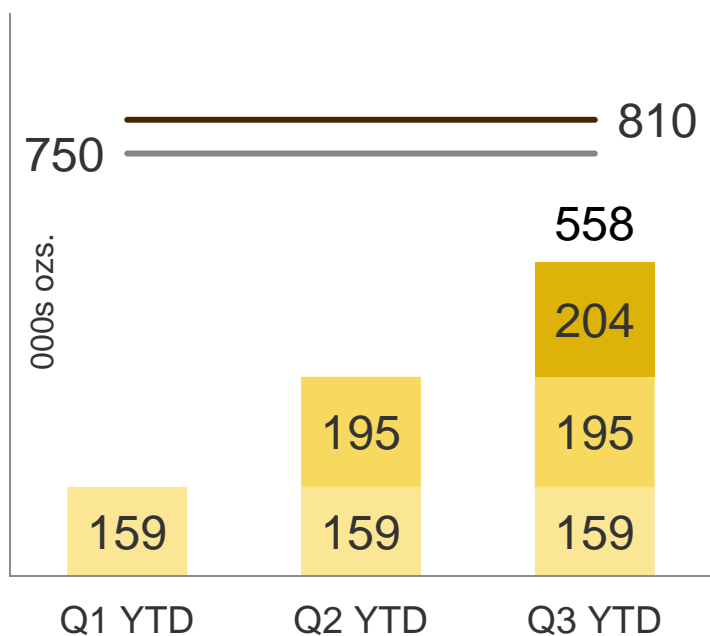
<sup>1</sup> This is a non-GAAP measure. Please refer to the non-GAAP performance measures section of the MD&A for reconciliation to GAAP.

<sup>2</sup> Owned and operated gold mines, as used with total cash costs and all-in sustaining costs, consist of Rosebel, Essakane and Mouska on an attributable basis.

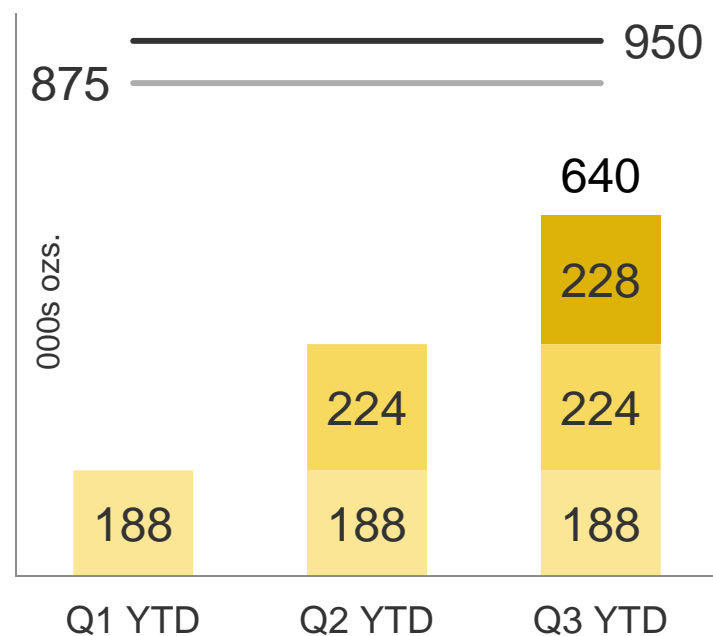
<sup>3</sup> Commercial gold mines, as used with total cash costs and all-in sustaining costs, consist of Rosebel, Essakane, Mouska, Sadiola and Yatela on an attributable basis.

# Maintaining 2013 Production Guidance

Total Attributable Production –  
Owned and Operated Gold Mines<sup>1</sup>



Total Attributable Production –  
All Gold Mines<sup>2</sup>

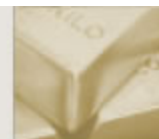


Q1'13 Q2'13 Q3'13 Lower Guidance Upper Guidance

Q1'13 Q2'13 Q3'13 Lower Guidance Upper Guidance

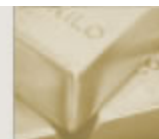
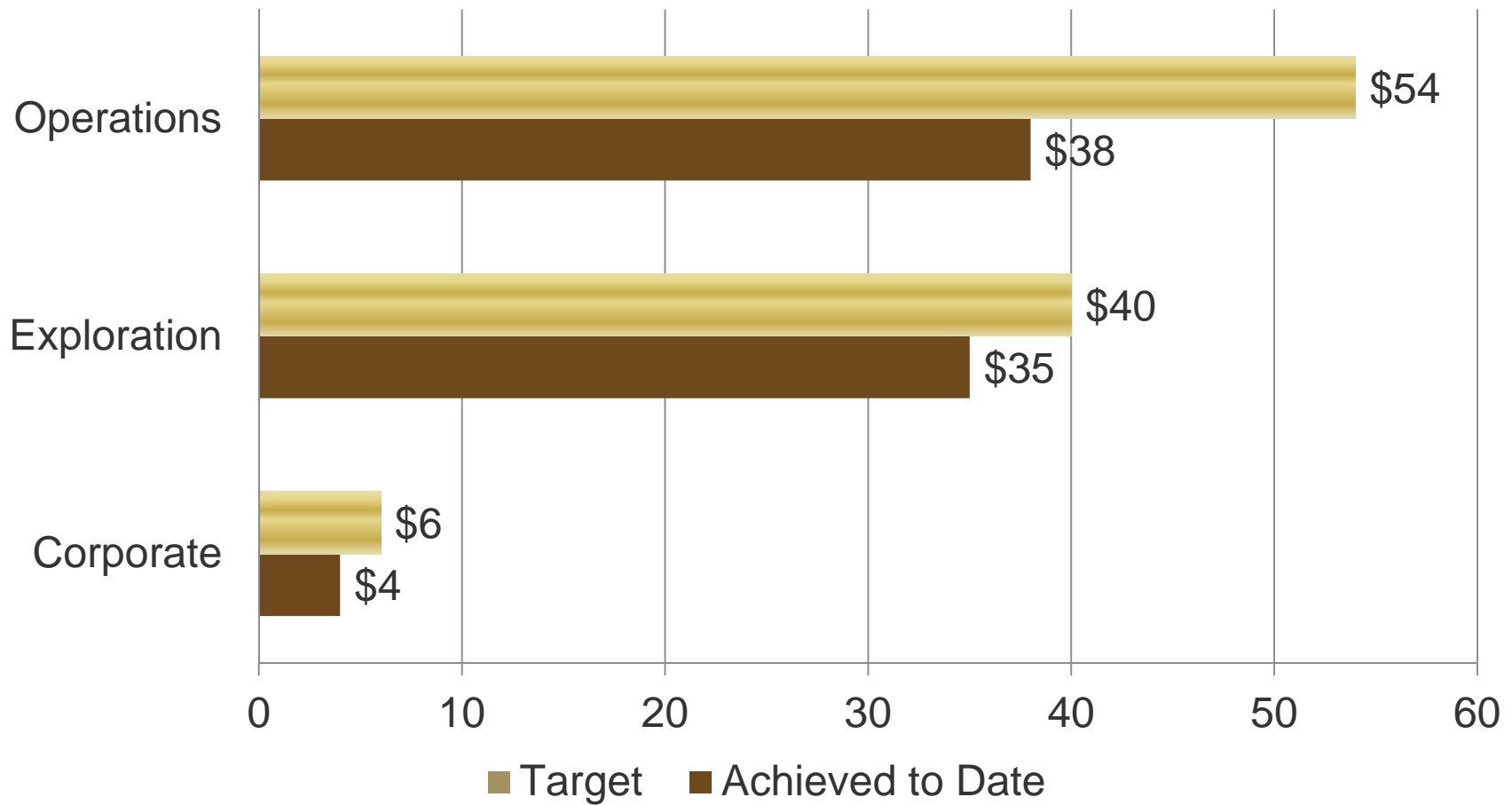
<sup>1</sup> Owned and operated gold mines consist of Rosebel, Essakane and Doyon Division on an attributable basis.

<sup>2</sup> All gold mines consist of Rosebel, Essakane, Doyon Division, Sadiola and Yatela on an attributable basis





# Cost Reduction: Achieved 77% of \$100M Target



## 2013 Capital Program<sup>1</sup>

(\$ millions)	Sustaining	Development/ Expansion	Total
Rosebel	108	22 <sup>2</sup>	130
Essakane	100	200	300
Westwood	-	100	100
<b>Total Gold Segment</b>	<b>208</b>	<b>322</b>	<b>530</b>
Niobec	31	49	80
Corporate and Other	5	-	5
<b>Total Consolidated</b>	<b>244</b>	<b>371</b>	<b>615</b>
Joint Ventures <sup>3</sup>	30	45	75
<b>Total</b>	<b>274</b>	<b>416</b>	<b>690</b>

<sup>1</sup> Capitalized borrowing costs are not included.

<sup>2</sup> The feasibility study to determine the optimum mine plan scenario for Rosebel, which will be incorporating the recently announced reduced power rates, is nearing completion. The associated capital program, if any, would depend on the outcome of the feasibility study.

<sup>3</sup> Attributable capital expenditures of \$75M include sustaining capital expenditures, capitalized stripping costs and existing commitments related to the ordering of long lead items in 2012 for the Sadiola sulphide expansion project.

# Disciplined Capital Allocation Strategy

## Niobec Expansion

Expansion decision to be made when feasibility study and permits are in place

**NIOBEC WILL NOT MOVE FORWARD WITHOUT A PARTNER TO JOINTLY FUND THE PROJECT**

## Sadiola

Waiting for JV partner to decide to proceed

**WILL NOT PROCEED ALONE REGARDLESS OF PROJECT ECONOMICS**

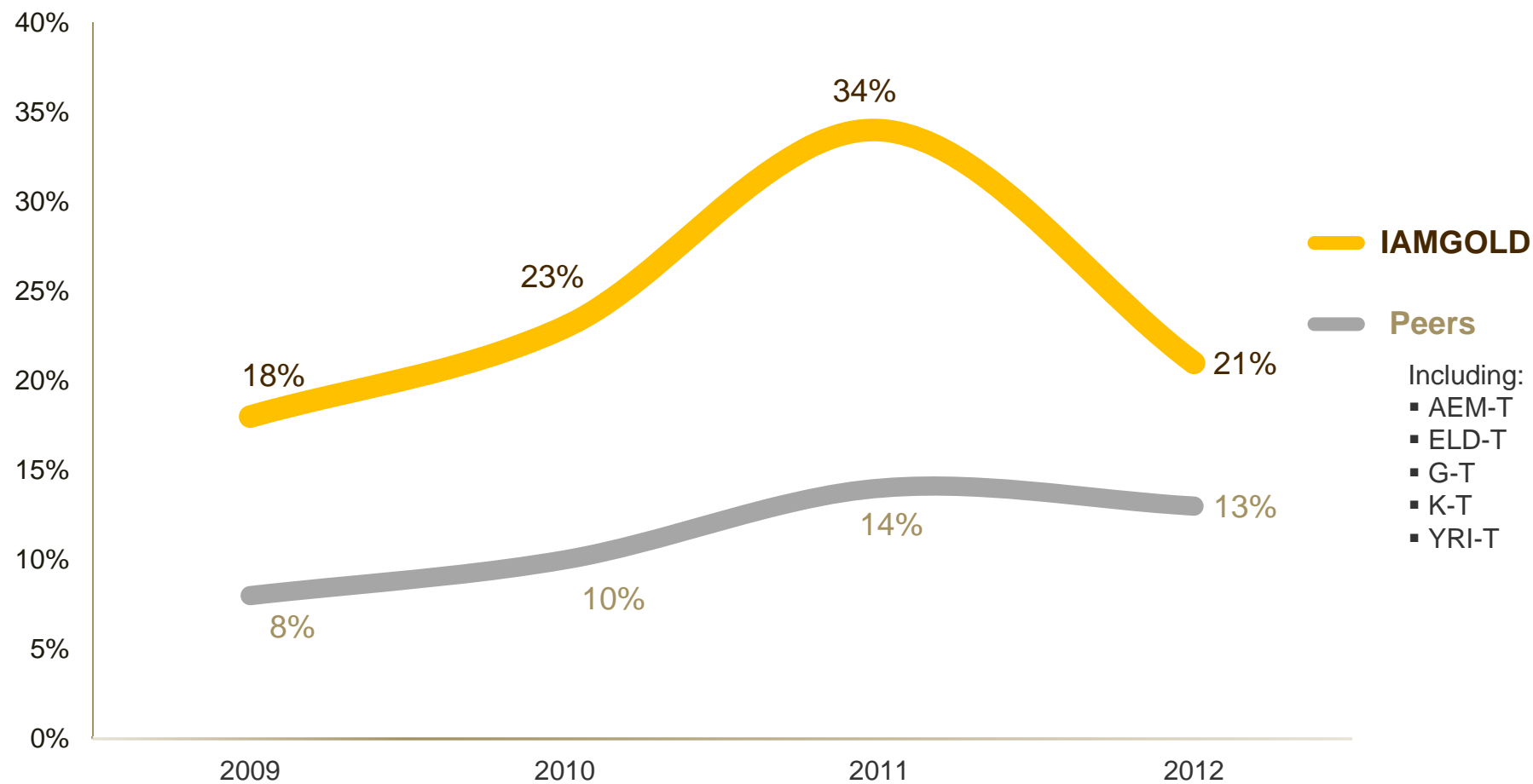
## Côte Gold Project

Construction decision to be made mid-2015 when feasibility study is complete and permits are in place

**WILL NOT PROCEED UNLESS GOLD PRICE AND OUR LIQUIDITY SUPPORT THE DECISION**



# Return on Capital



**ROC Calculation:** Pre-Tax Earnings from Operations/Capital

**Pre-tax Earnings\* from Operations:** Revenues - mining costs (called cost of sales in 2012) + share of loss/gain from equity accounted investments. \*Earnings are before exploration expenses, corporate G&A and other operating costs.

**Capital:** Equity + non-controlling interests + long-term debt - cash, cash equivalents - gold bullion at book value, marketable securities, warrants and royalty interests.

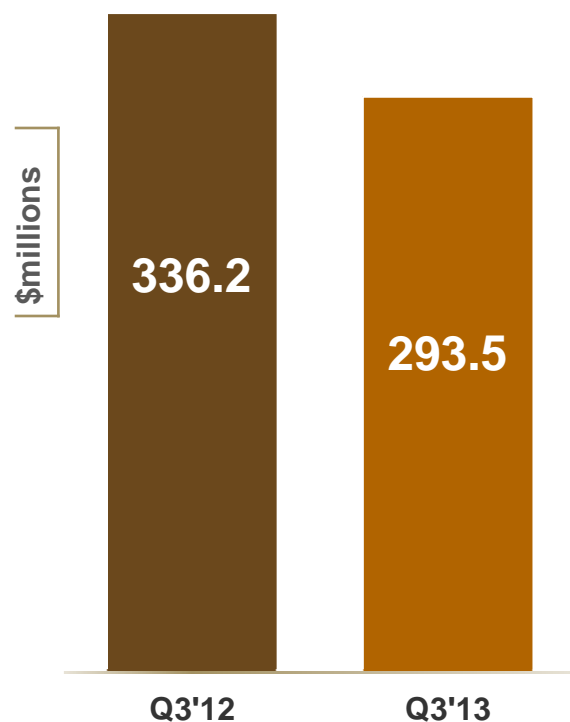




# Financial Review



# Revenues



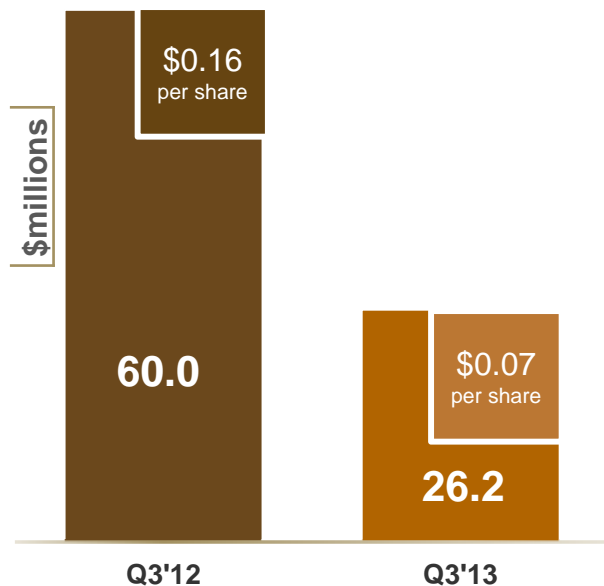
Gold	Q3 '13	Change	Q3 '12	Net Revenue Impact
<b>Price<sup>1</sup></b> (\$/oz.)	1,334	(20%)	1,670	(\$61.4M)
<b>Gold Sales<sup>2</sup></b> (000s oz.)	195	4%	188	\$18.4M

	Yr/Yr Sales Variance (oz.)	Main Factors
Mouska	+13,000	Ore stockpiled in 2012 during mill refurbishment; Q2 2013 production sold in Q3 2013
Rosebel	+8,000	Timing difference in Q3 2012
Essakane	-8,000	Lower production due to lower grades as expected

<sup>1</sup> This is a non-GAAP measure. Refer to the non-GAAP performance measures section of the MD&A for reconciliation.

<sup>2</sup> Attributable gold sales ounces include Sadiola and Yatela. Revenue net impact is based on consolidated revenue, which excludes Sadiola and Yatela.

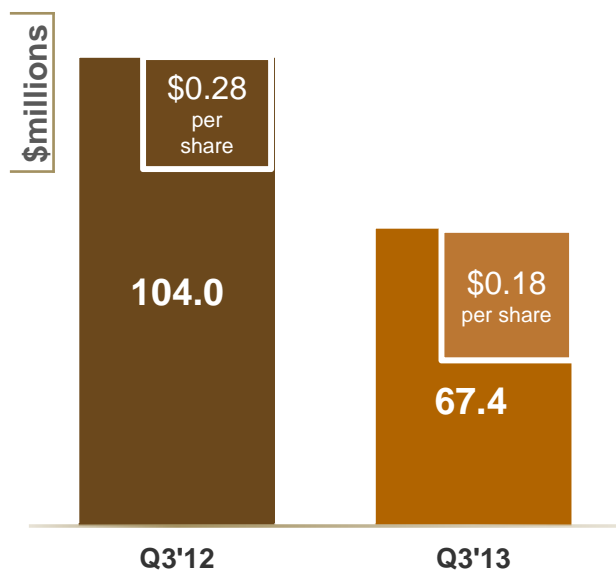
# Adjusted Net Earnings<sup>1</sup>



<i>(In \$ millions, except for per share amounts)</i>	Q3'13	Q3'12 <sup>2</sup>
<b>Net earnings attributable to equity holders</b>	<b>25.3</b>	<b>78.0</b>
Impairment (impairment reversal) of investments	(2.5)	1.2
Interest expense on senior unsecured notes	2.8	1.2
Foreign exchange losses (gains)	2.4	0.9
Unrealized derivative losses (gains)	(7.1)	(17.5)
Gains on sale of marketable securities	(0.8)	(7.2)
Losses (gains) on sale of assets	-	0.9
Write-down of receivables	0.7	-
Restructuring charges	0.1	-
Tax impact of adjusted items	5.3	2.5
<b>Adjusted net earnings attributable to equity holders</b>	<b>26.2</b>	<b>60.0</b>
<b>Basic adjusted net earnings attributable to equity holders per share (\$/share)</b>	<b>0.07</b>	<b>0.16</b>
<b>Effective adjusted tax rate (%)</b>	<b>38%</b>	<b>37%</b>

1. This is a non-GAAP measure. Refer to the non-GAAP performance measures section of the MD&A for reconciliation.
2. Balances related to 2012 have been reclassified as per note 2 (c)(ii) of the unaudited condensed consolidated interim financial statements.

# Net Cash From Operating Activities Before Changes in Working Capital<sup>1</sup>



(In \$ millions, except for per share amounts)

	Q3'13	Q3'12 <sup>2</sup>
<b>Net cash from operating activities per consolidated interim financial statements</b>	<b>64.9</b>	<b>95.8</b>

Adjusting items from non-cash working capital items and non-current ore stockpiles

- |  |       |        |
|--|-------|--------|
| ▪ Receivables and other current assets       | 3.3   | 6.9    |
| ▪ Inventories and non-current ore stockpiles | 8.8   | 25.2   |
| ▪ Accounts payable and accrued liabilities   | (9.6) | (23.9) |

<b>Net cash from operating activities before changes in working capital</b>	<b>67.4</b>	<b>104.0</b>
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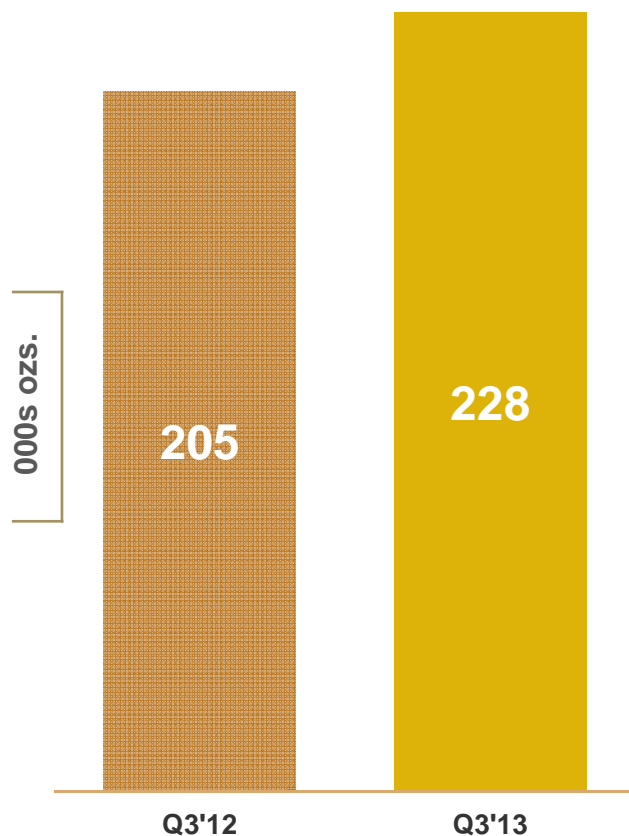
<b>Basic net cash from operating activities before changes in working capital per share (\$/share)</b>	<b>0.18</b>	<b>0.28</b>
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1. This is a non-GAAP measure. Refer to the non-GAAP performance measures section of the MD&A for reconciliation.  
 2. Balances related to 2012 have been reclassified as per note 2 (c)(ii) of the unaudited condensed consolidated interim financial statements.





# Attributable Gold Production



## ■ Due to:

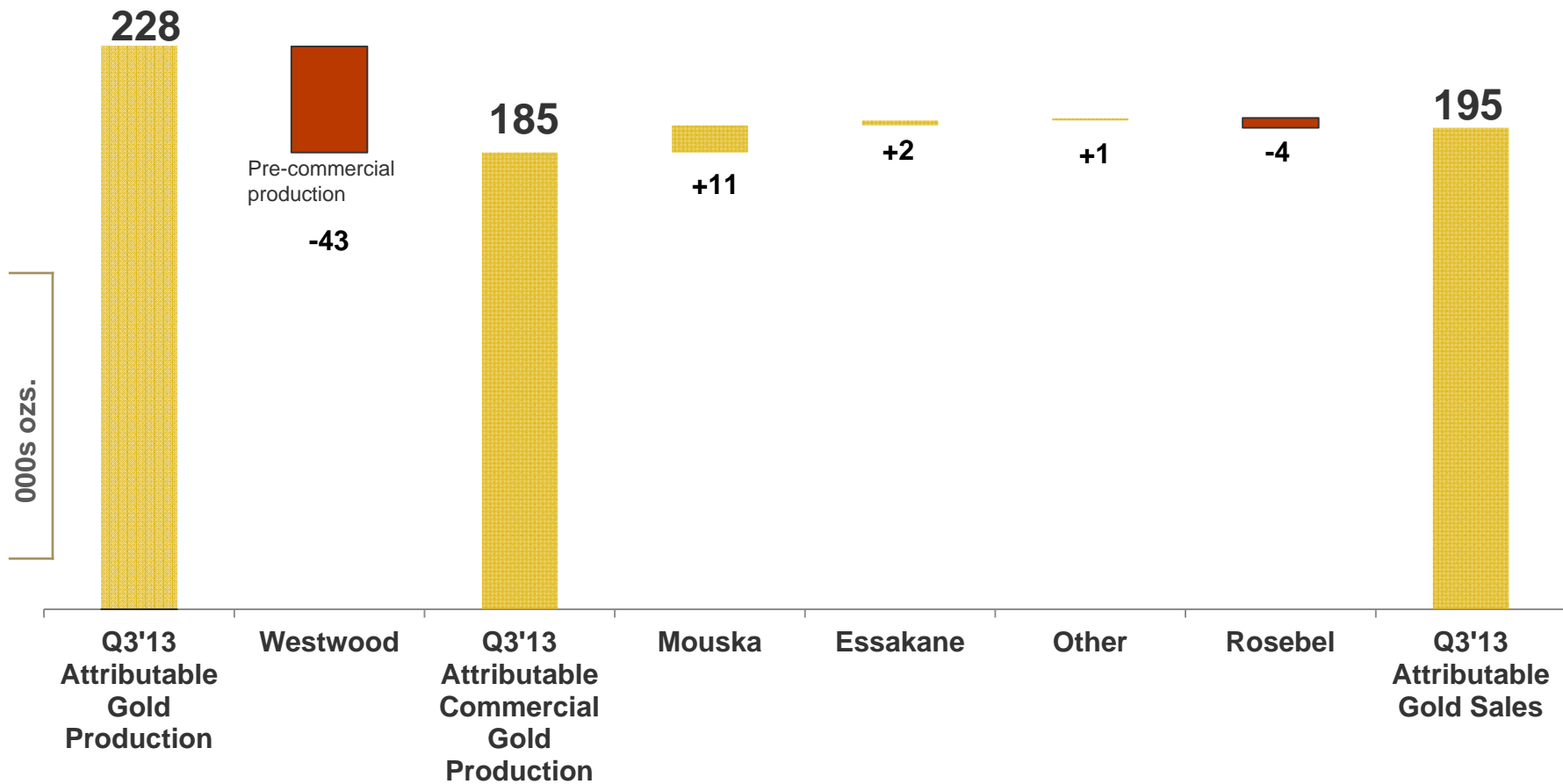
- › Westwood pre-commercial +43,000 oz.
- › Mouska +2,000 oz.

## ■ Partially offset by:

- › Lower grades at Essakane -13,000 oz.
- › Lower grades at Sadiola -7,000 oz.
- › Lower throughput at Yatela -2,000 oz.



# Q3'13 Gold Production and Sales Reconciliation



# Total Cash Costs and All-In Sustaining Costs<sup>1</sup>

	\$/oz.	Q3'13	Q3'12	Variance	Previously Lowered 2013 Guidance
<b>GOLD MINES</b>	Total Cash Costs <sup>2,3</sup> Gold Mines	<b>807</b>	710	14%	\$790-\$840/oz.
	All-In Sustaining Costs <sup>2,4</sup> Gold Mines	<b>1,216</b>	1,065	14%	\$1,150-\$1,250/oz.
<b>OWNER-OPERATOR</b>	Total Cash Costs <sup>2,3</sup> Owner-Operator	<b>735</b>	644	14%	\$750-\$800/oz.
	All-In Sustaining Costs <sup>2,4</sup> Owner-Operator	<b>1,118</b>	1,033	8%	\$1,100-\$1,200/oz.
<b>All-In Sustaining Costs<sup>2,4,5</sup> Total (Inclusive of Niobec credit)</b>		<b>1,134</b>	1,032	10%	

<sup>1</sup> All numbers are inclusive of royalties.

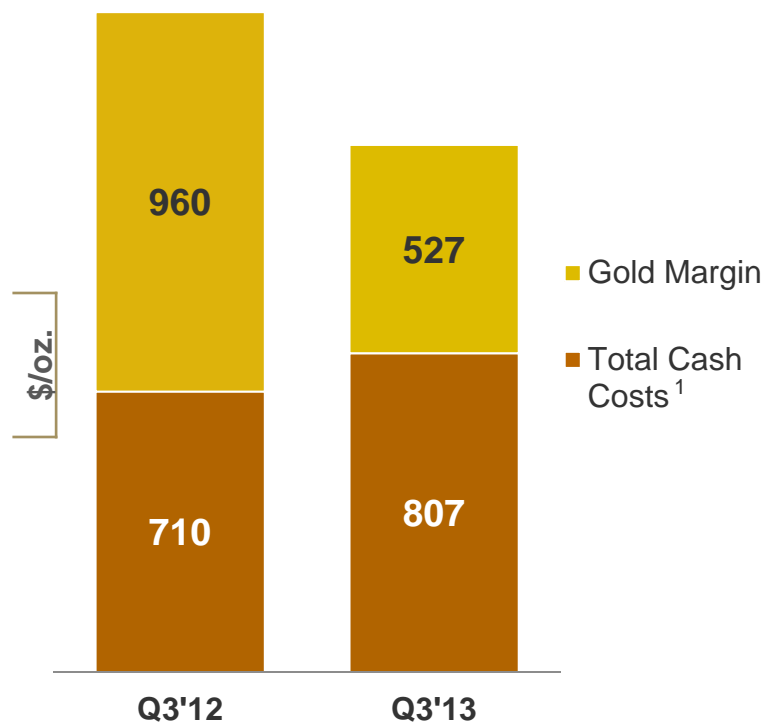
<sup>2</sup> This is a non-GAAP measure. Refer to the non-GAAP performance measures section of the MD&A for the reconciliation to GAAP.

<sup>3</sup> The total cash costs computation does not include Westwood pre-commercial production for the three and nine months ended September 30, 2013 of 43,000 and 53,000 ounces, respectively.

<sup>4</sup> By-product credits are included in the calculation of this measure, refer to the non-GAAP performance measures section of the MD&A for the reconciliation to GAAP.

<sup>5</sup> Total, as used with all-in sustaining costs, includes the impact of Niobec mine's operating margin and sustaining capital on a per gold ounce sold basis. Refer to the all-in sustaining cost table in the MD&A.

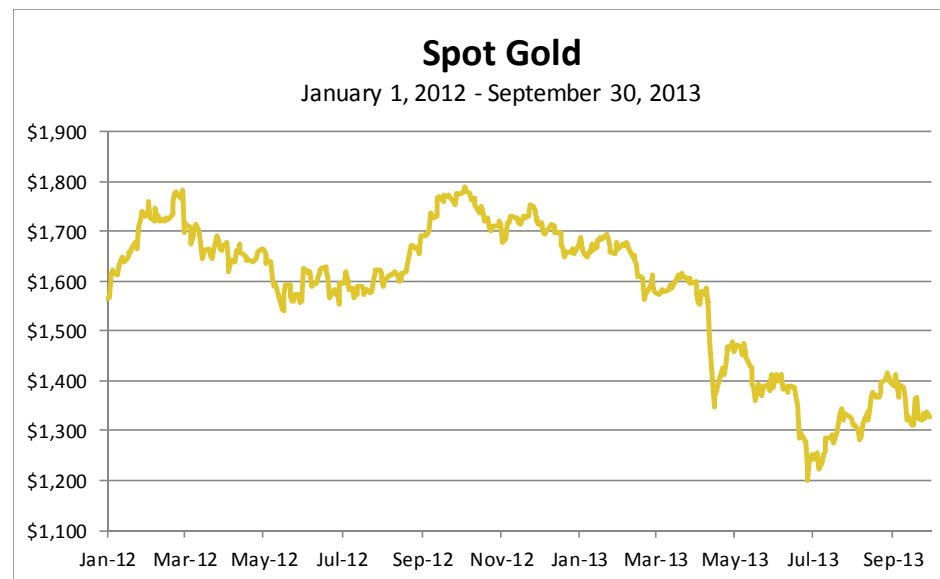
# Gold Margin



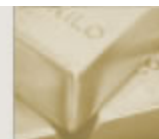
Realized  
gold price<sup>1</sup>  
(\$/oz.)

1,670

1,334

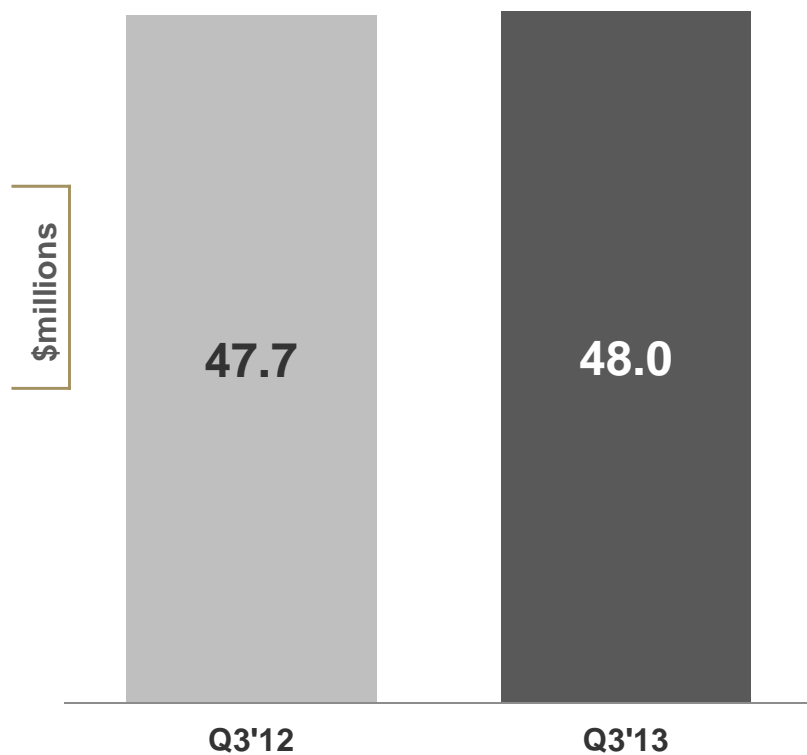


<sup>1</sup> This is a non-GAAP measure. Refer to the non-GAAP performance measures section of the MD&A for reconciliation.



# Niobium

## Revenue



Q3'13 Q3'12

Niobium  
production  
(Mkg Nb)

1.3

1.2

Niobium  
sales  
(Mkg Nb)

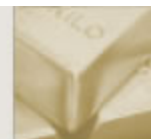
1.1

1.2

Operating  
margin  
(\$/kg)

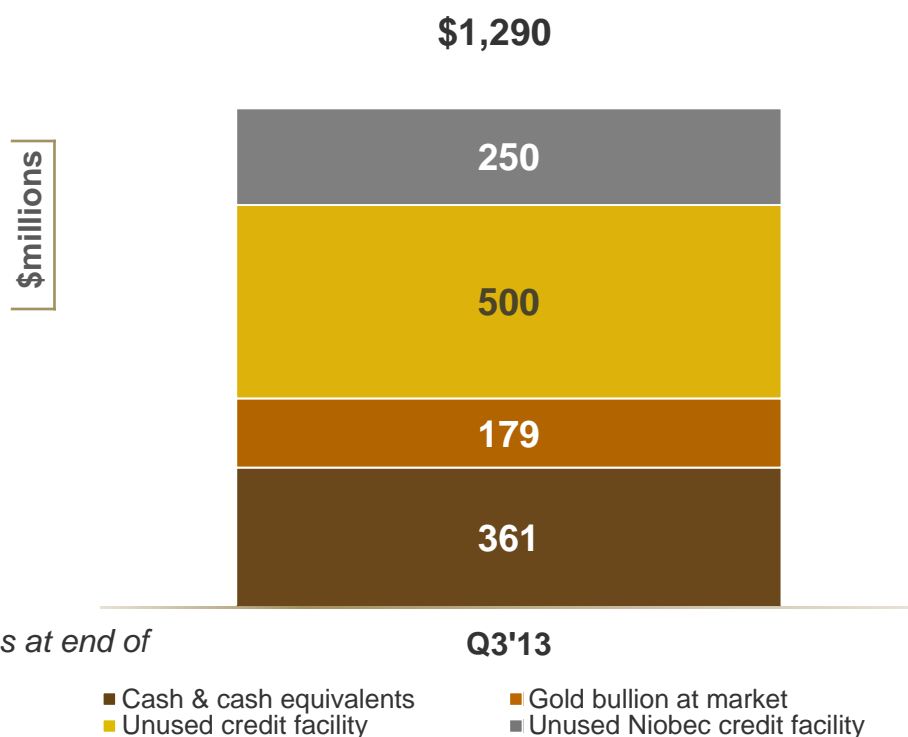
19

16



# Liquidity

We are committed to preserving our financial liquidity.



\$millions	Sept 30, 2013	June 30, 2013	Dec 31, 2012 <sup>1</sup>
Cash & cash equivalents	361	447	797
Gold bullion at market	179	161	223
Unused credit facility	500	500	500
Unused Niobec credit facility	250	250	250
<b>Total</b>	<b>1,290</b>	<b>1,358</b>	<b>1,770</b>

The Company has \$650 million of senior unsecured notes due in October 2020.

<sup>1</sup> Balances related to 2012 have been reclassified as per note 2 (c)(ii) of the unaudited condensed consolidated interim financial statements.



# Operations Review



# Examples of Ongoing Cost Reduction Initiatives

## Reducing Power Costs and Consumption of Consumables

- ✓ Reduced power rates and cyanide consumption at Rosebel
- ✓ Reduced fuel consumption at Westwood
- ✓ Reduced consumption of energy and steel in the grinding process at Essakane

## Reducing Labour Costs

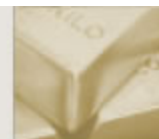
- ✓ Implemented transition plan to replace more expats with nationals
- ✓ Reduced staffing requirements through efficiency improvements
- ✓ Replaced consultants with in-house technical services team

## Renegotiating Mining Camp Supply Contracts

- ✓ Consolidated bus contracts for transporting workers at Essakane
- ✓ Negotiated price discounts from local suppliers at Essakane

## Improving Operating Efficiencies and Reducing Maintenance Costs

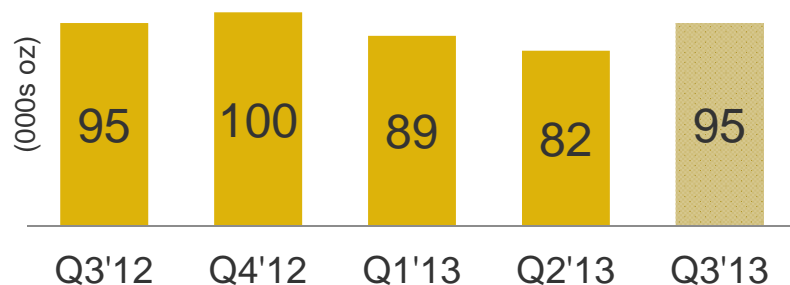
- ✓ Improved productivity of drilling teams at Rosebel
- ✓ Reduced the frequency and cost of preventive truck maintenance
- ✓ Reduced maintenance costs through the redesign of mine roads
- ✓ Installed a potable water system at Essakane to provide safe drinking water
- ✓ Increased monitoring and management of tire wear at Westwood



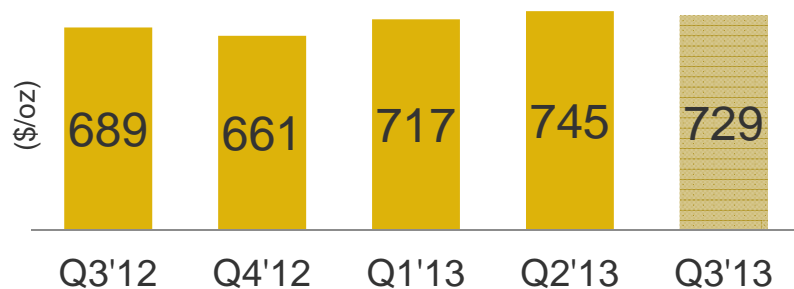


# Rosebel

**Attributable Gold Production (95%)**



**Total Cash Costs<sup>1</sup>**



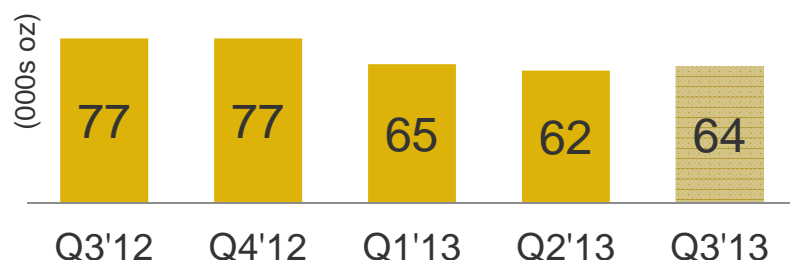
<sup>1</sup> This is a non-GAAP measure. Refer to the non-GAAP performance measures section of the MD&A for the reconciliation to GAAP.

## Q3 Performance

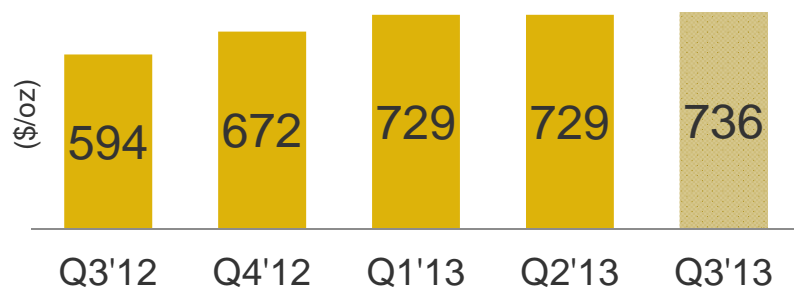
- › Production unchanged from Q3'12 as higher throughput was offset by lower recoveries
- › Compared to Q2'13, production was up 16% due to a 7% increase in throughput and 8% increase in grade
- › Third ball mill expected to continue to improve recoveries in Q4'13
- › Total cash costs<sup>1</sup> improved from Q2'13 as grade and throughput recovered from rainy season
- › Head grade Q3 & YTD: 1.00 g/t & 0.99 g/t
- › Recovery Q3 & YTD: 95% & 95%
- › Feasibility study nearing completion

# Essakane

## Attributable Gold Production (90%)



## Total Cash Costs<sup>1</sup>



<sup>1</sup> This is a non-GAAP measure. Refer to the non-GAAP performance measures section of the MD&A for the reconciliation to GAAP.

## Q3 Performance

- › Lower production Y/Y due to lower grades (expected to be 10-15% lower than LOM average)
- › Offset by 7% Y/Y throughput increase resulting from expansion in crushing and milling capacities
- › New pebble crusher and CIL tanks (installed Q2'13) improving recoveries and throughput
- › Head grade Q3 & YTD: 0.86 g/t & 0.89 g/t
- › Recovery Q3 & YTD: 92% & 92%
- › On schedule and budget for mill expansion by year end; expect 25-30% lift in production in 2014
- › Exploring opportunities to lower power costs

# Doyon Division

## Westwood / Mouska



- › Production continuing to ramp up with batch processing of Mouska and Westwood ore
- › Gold sales exceeded production due to late Q2 production being sold in Q3
- › YTD production of 101,000 ozs.
- › 36,000 ozs gold sales (capitalized) from the Westwood pre-commercial 43,000 ozs.
- › Total cash costs<sup>1</sup> were \$1,048/oz.
- › Maintaining 2013 production guidance of 130,000 - 150,000 oz.

### Revised date for WW commercial production to Q3'14

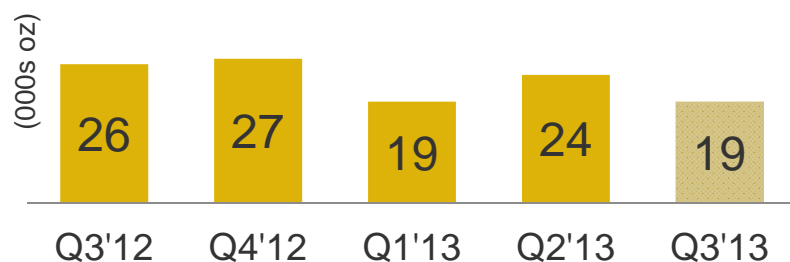
- › Revision following a reassessment of the June software malfunction and August rock burst
- › Expected 2014 production will be between 100,000 and 120,000 ozs., reaching full capacity by end of 2016
- › Long-term view of mine plan, estimated reserves and resources and LOM throughput and production remain unchanged

<sup>1</sup> This is a non-GAAP measure. Refer to the non-GAAP performance measures section of the MD&A for the reconciliation to GAAP. The total cash costs computation does not include Westwood pre-commercial production.

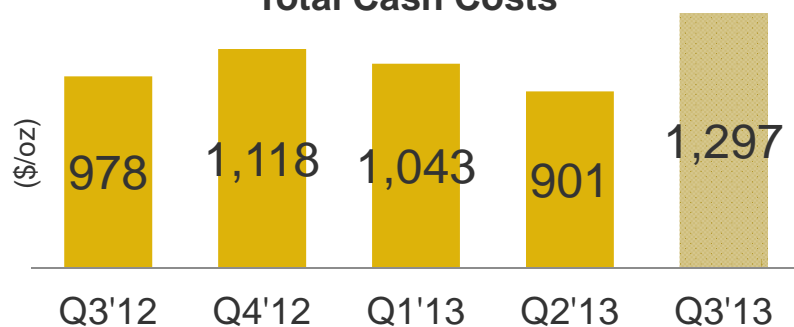


# Sadiola

## Attributable Gold Production (41%)



## Total Cash Costs<sup>1</sup>



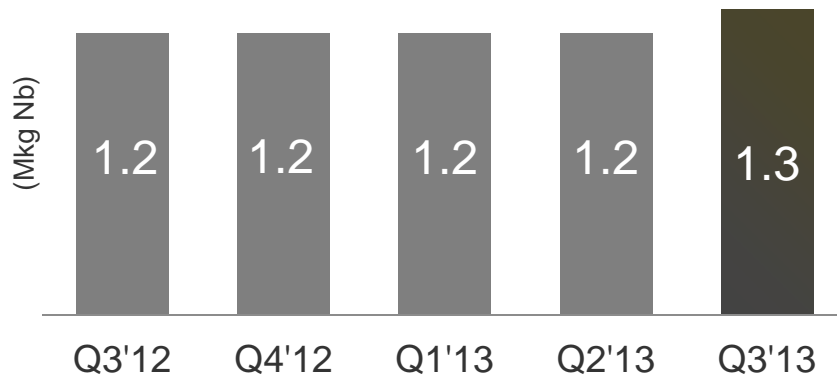
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## Q3 Performance

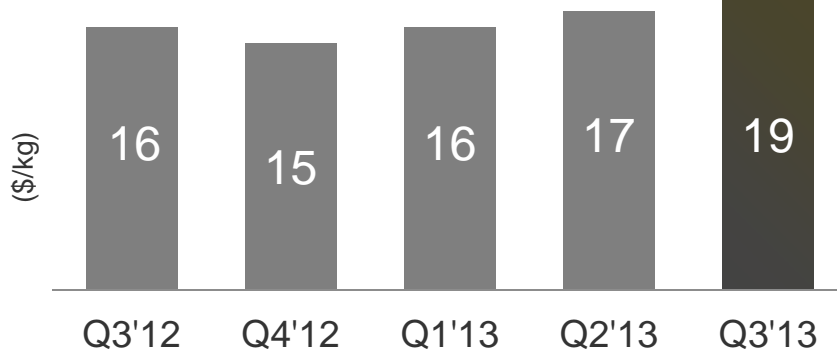
- › Lower production as a result of lower grade and recoveries partially offset by higher throughput.
- › Total cash costs<sup>1</sup> were \$1,297/oz. due to lower production
- › 12% decrease in royalties reflect lower average realized gold price
- › Head grade Q3 & YTD: 1.40 g/t & 1.37 g/t
- › Recovery Q3 & YTD: 89% & 92%

# Niobec

## Niobium Production

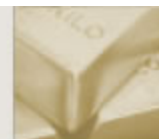


## Niobium Margin



## Q3 Performance

- › Niobium production up 8% Y/Y mainly due to a 10% increase in throughput
- › Revenues in line with Q3'12 due to marginally lower sales volume offset by higher realized prices
- › Operating margin increased to \$19/kg, up 19% Y/Y and 12% from Q2'13

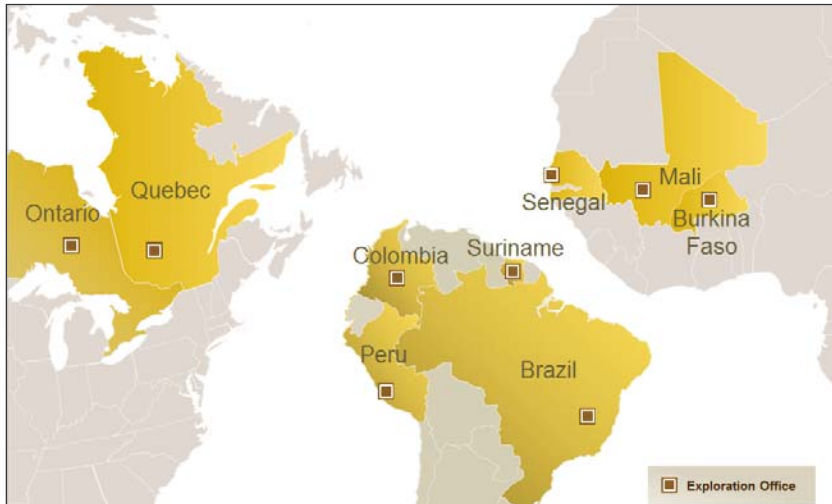




# Exploration Review



# 2013 Exploration Program - \$96.4 Million<sup>1</sup>



Target: \$40M, Realized YTD: \$35M

1. \$14M greenfield and \$15M brownfield achieved through:
  - Downsized exploration teams
  - Reduced drilling activities in Mali, Burkina Faso & Suriname
  - Reprioritized projects
2. \$6M:
  - Deferred certain elements of Côte Gold exploration and pre-feasibility study

## Continued focus on:

- › Near-mine development and select greenfields projects in W. Africa, South America and Canada
- › Greenfield
  - › Boto, Senegal
  - › Pitangui, Brazil
  - › Côte Gold, Canada
- › Brownfield
  - › Essakane
  - › Rosebel
  - › Westwood

<sup>1</sup> Excluding \$3.2M for Sadiola and Yatela



# Q3 Exploration Highlights and Priorities

## Greenfield projects advancing

- ✓ Boto Gold project (Senegal)
  - ✓ Indicated resource of 1.1M oz. at 1.62 g/t Au
  - ✓ Drilling was suspended in Q3'13 during the rainy season
  - ✓ Will resume drilling program around Malikoundi deposit in November through yearend
  - ✓ Deposit remains open along strike to north and down dip at depth
- ✓ Pitanguí project (Brazil)
  - ✓ Infill drilling at São Sabastião continued in Q3'13
  - ✓ A mineral resource is expected Q4'13 should encouraging results continue

**Source:** Updated Resource Estimate for Boto Gold, effective July 29, 2013.

*Note: CIM Definitions were followed for classification of Mineral Resources. Mineral Resources are estimated at a cut-off grade of 0.60 g/t Au. Mineral Resources are estimated using a gold price of US\$1,500 per ounce. High grade assays are capped at 15 g/t Au and 30 g/t Au depending on geological area. Bulk density varies from 1.61 t/m<sup>3</sup> to 2.62 g/cm<sup>3</sup> based on weathering code. The Mineral Resource Estimate is constrained by a Whittle Pit shell. Mineral Resources are not Mineral Reserves and do not yet have demonstrated economic viability, but are deemed to have a reasonable prospect of economic extraction. Numbers may not add due to rounding. Mineral Resources are reported on a 100% ownership basis.*





# Conclusion



# 2013 Guidance

Attributable  
gold production

	<u>Current Guidance</u>	<u>Previous Guidance</u>
Rosebel (000s oz.)	365 - 385	
Essakane (000s oz.)	255 - 275	
Doyon division - Westwood & Mouska (000s oz.) <sup>1</sup>	130 - 150	
<b>Total owner-operated production (000s oz.)</b>	<b>750 - 810</b>	
Joint ventures (000s oz.)	125 - 140	
<b>Total attributable production (000s oz.)</b>	<b>875 - 950</b>	
<b>Total cash costs<sup>2,3</sup> – owner-operator</b>	<b>\$750 - \$800</b>	<b>\$810 - \$880</b>
<b>Total cash costs – gold mines (\$/oz)</b>	<b>\$790 - \$840</b>	<b>\$850 - \$925</b>
<b>All-in sustaining costs<sup>2,4</sup> – owner-operator (\$/oz.)</b>	<b>\$1,100 - \$1,200</b>	<b>\$1,150 - \$1,250</b>
<b>All-in sustaining costs – gold mines (\$/oz.)</b>	<b>\$1,150 - \$1,250</b>	<b>\$1,200 - \$1,300</b>
Niobec production (Mkg Nb)	4.7 - 5.1	
Niobec operating margin (\$/kg Nb) <sup>2</sup>	\$15 - \$17	
Effective tax rate (%)	38%	

<sup>1</sup> Doyon division production of 130,000 – 150,000 ounces includes Westwood pre-commercial production. Associated contribution will be recorded against its mining assets on the consolidated balance sheets.

<sup>2</sup> This is a non-GAAP measure. Refer to the non-GAAP performance measures section of the MD&A for the reconciliation to GAAP.

<sup>3</sup> The total cash costs computation does not include Westwood pre-commercial production.

<sup>4</sup> All-in sustaining cost per ounce sold is defined as the sum of commercial operating gold sites attributable cost of sales excluding depreciation and including by-product credits, corporate general and administration expenses, sustaining exploration and evaluation expenses, sustaining capital expenditures and environmental rehabilitation accretion and depreciation divided by attributable ounces sold.



# Q&A



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# 2013 Third Quarter Results

November 6, 2013

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