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Capturing the Missing Billions Unprecedented Value Creation Opportunity for Barrick and Newmont  
ShareholdersUnlocking Over \$7 Billion NPV of Real Synergies

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Free Cash Flow Uplift Drives Future Growth and Sustainable Shareholder Returns Over \$7 Billion NPV of Real Synergies<sup>2</sup> Best-in-Class Management Team With Track Record of Delivering Significant Shareholder Value Unrivaled Position in Long-Life, Low Cost Nevada Assets with 20+ Year Mine Life Strong Balance Sheet to Fund Growth and Returns to Investors World's Best Portfolio of Tier One Gold Assets<sup>1</sup> Every Year We Delay This Merger Costs Shareholders Over \$750 Million<sup>3</sup> Barrick Newmont Merger Offers Shareholders Unprecedented Value Creation <sup>2</sup> See Endnote 1. Represents the NPV of pre-tax synergies projected over a twenty year period, assuming analyst consensus commodity prices and a 5% discount rate. Annual average pre-tax synergies for first five full years (2020 - 2024). World Class Business Attractive to Both Gold and Generalist Investors Further Re-Rating Potential from Synergies and Superior Quality Relative to Peers

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Few Mining M&A Transactions Create Significant Real and Long-Term Value Premiums Paid Negate Potential Value Creation for Shareholders Size for the Sake of Size Only Transaction Rationale Based On Short-Term Share Price Movements and Trading Multiple Differences Operations Too Distant Or Dissimilar To Provide Real Synergies 3 Management Exiting? Dilution of Asset Quality Newmont / Goldcorp – An Old Style Mining Transaction Rationale: Size for the Sake of Size Premium Paid Goldcorp Transaction Significantly Dilutes Newmont's World Class Asset Base and Attractiveness Lack Of Material, Real Synergies Multiple HQ Overheads

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Potential to Unlock ~\$5 Billion NPV of Real Synergies From Nevada<sup>1</sup> Only Gold District With Multi-Billion Dollar Synergies 4 Twin Creeks TurquoiseRidge Phoenix CortezGoldrush / Fourmile Goldstrike Carlin Long Canyon Heap Leach SX-EW Plant Barrick Land Holding Elko 20 0 10Miles Wells Battle Mountain Winnemucca Newmont Land HoldingProducing Mine Major Project 1. Represents the NPV of pre-tax synergies projected over a twenty year period, assuming analyst consensus commodity prices and a 5% discount rate.

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Barrick has the majority of high-grade reserves and resources and Newmont has the majority of processing plant capacity and infrastructure. Combination of Barrick and Newmont's highly complementary assets enables optimisation across the complex, providing the opportunity to unlock 20+ years of profitable production in Nevada. Barrick

Newmont Pro Forma Unlocks 20+ Years of Profitable and Responsible Production in Nevada Nevada Operations – Obvious

Synergies	5	16.0	11.7	27.7	4.32	1.30	2.18	1	1	2	1	2	3	4	14	18	4	4	8	2.4	1.7	4.1	
Gold Production1 (Moz)																							
Autoclaves																							
Proven and Probable Reserves and Grade1 (Moz; g/t Au)																							
Measured and Indicated Resources and Grade1 (Moz; g/t Au)																							

1. Metrics are shown on an attributable basis and based on latest company disclosures. See Endnote 2, 3 and 4.

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... Creating a Virtuous Cycle of Value Creation    Unprecedented Opportunity for Immediate, Meaningful Synergies...  
Ensuring 20+ Years of Profitable and Responsible Production in Nevada 6 ... Maximizing Nevada's  
Potential    Optimised Operations    Lower Costs / Higher Free Cash Flow    Lower Cut-Off Grades    Increased  
Reserves and Resources    Longer Profitable Mine Lives    Optimisation of Administration and Regional  
Business Centres    Optimisation of Supply Chain Costs    Optimised Utilisation of Resources and Blue-Sky  
Potential Via District-Wide Geological Approach    Optimisation of Transportation and Warehousing  
Costs    Optimisation of Ore Sources and Production Schedules With Appropriate Plants    Longer Profitable  
Mine Lives    Longer Term Employment Opportunities    Longer Term Benefits To Local Communities    Longer  
Term Benefits To Nevada's Economic Growth

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\$1.2 B \$4.7 B Nevada Complex Corporate G&A Savings Exploration & Project Planning Supply  
 Chain Total Synergies NPV of Real Synergies1 1 2 3\$0.8 B 4\$0.4 B ~\$7.1  
 B Synergies Are The Premium –Total Real Synergies of Over \$7 Billion NPV1 7 Represents the NPV of pre-tax  
 synergies projected over a twenty year period, assuming analyst consensus commodity prices and a 5% discount  
 rate. Annual average pre-tax synergies for first five full years (2020 – 2024). Integration and optimisation of Nevada  
 assets will allow for 20+ years of profitable production through enhanced mine planning, processing and  
 logistics Nevada Complex(\$480 M Per Annum)2 1 Reduction in corporate and regional G&A through  
 elimination of redundancies and decentralization~60% - 80% reduction in Newmont’s corporate (Denver) and regional  
 G&A (Africa and South America) Corporate G&A Savings(\$140 M Per Annum)2 2 Rationalization of  
 exploration spend and project planning to focus on priority regions~1/3 reduction in Barrick and Newmont’s  
 combinedexploration and project planning spend, via cost rationalisation and greater focus on priority  
 regions Exploration and Project Planning(\$100 M Per Annum)2 3 Supply Chain(\$50 M Per  
 Annum)2 4 Supply chain efficiencies derived from leveraging economies of scale across the organizationSince  
 the Randgold merger, Barrick has identified\$200 million of annual supply chain savings opportunities

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Synergies Are The Premium – Potential to Unlock ~\$4.7 Billion NPV of Real Synergies From Nevada

1 8 Nevada synergies are well understood Site-based Nevada team has conducted a bottom-up study of synergies and identified potential opportunities Synergies average approximately \$500 million per annum in the first five years, stepping down over time

2 29% 10% 13% 25% 23% Optimised Mining and Processing Represents 52% of Synergies (~\$250 M Per Annum)

2 Integrated Mine Planning (~\$140 M Per Annum)

2 Prioritising high-grade underground ore feed through Goldstrike and Carlin Mill 6 roasters Rationalising and redirecting capital Ore routing and minimising haulage distances Optimising processing blend Regional and Site-Based Indirect Costs (~\$120 M Per Annum)

2 Rationalisation of duplicate regional business infrastructure and support functions for consolidated operations Mining Costs, Optimized Fleet, and Maintenance (~\$60 M Per Annum)

2 Savings from the adoption of best practices, shared mining fleets and combined maintenance planning

Turquoise Ridge – Twin Creeks Optimisation (~\$50 M Per Annum)

2 Operating the adjacent assets as a single mine Optimising mining and processing operations and removing value destructive JV costs Nevada Supply Chain / Consumables Discounts (~\$110 M Per Annum)

2 Centralized warehousing / distribution and further inventory rationalisation Global contracts and services optimisation; discounts associated with bulk consumables purchases

Unquantified Synergies and Upside Opportunities Not Included Additional resource potential linked to shared infrastructure and integrated planning Delays requirement for refractory processing expansion Tailings management Water rights and environmental management Power rationalisation

~\$500 Million of Annual Real Synergies From Nevada

2 Represents the NPV of pre-tax synergies projected over a twenty year period, assuming analyst consensus commodity prices and a 5% discount rate. Annual average pre-tax synergies for first five full years (2020 – 2024). Chart shows percentage of annual average pre-tax synergies for first five full years (2020 – 2024) by category.

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Value Creation for All Shareholders Driven by Synergies 9 Source: Thomson One Analytics and Factset as of February 20, 2019. Based on research analyst consensus NAV estimates. Pro forma Barrick Newmont share price incorporates the effect of the NPV of post-tax synergies projected over a twenty year period and break fee (without regards to any potential adjustment from resulting break fee tax savings). See Endnote 6. Expressed on a per Newmont share basis. Synergies Drive a 15% to 20% Uplift for all Shareholders Prior to any Re-Rating Material value creation to be shared between shareholders of Barrick and Newmont as a result of unlocking the synergies Based on Barrick's current P/NAV multiple, the value of synergies would translate into a 15% to 20% uplift to unaffected share prices Additional upside from re-rating potential Illustrative Barrick Share Price<sup>1</sup> Illustrative Newmont Share Price<sup>1,2</sup>

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Tearing down \$5 Billion of Fences in Nevada 10 Newmont has not prioritized the realization of Nevada's full potentialNewmont's CEO admitted he hasn't reviewed the opportunity since 2014, and only then a high level review for a couple of daysAttempts by Barrick to jointly study the opportunity and exchange information have been rebuffedNegotiation of JV terms and valuation is complex and often protracted by natureA true JV of the scale and complexity of the Nevada operations would be extremely challenging to implement and 20 years of history suggests may never be achievedA Nevada JV would be difficult to manage and operateWould not enable full realization of benefits due to duplicate administration, conflicting priorities and cumbersome governanceNevada JV is not the right path forward:Even if an agreement is reached, a JV would not capture 100% of Nevada synergiesA Nevada JV fails to realize the \$2.4 Billion of non-Nevada synergies11. Represents the NPV of pre-tax synergies projected over a twenty year period, assuming analyst consensus commodity prices and a 5% discount rate.

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Barrick's Recent Value Creation Track Record Since closing of the Barrick Randgold Merger: Implemented "Miner's, not Manager's" ethos Integrated Barrick / Randgold management teams Rationalised and re-purposed head office Empowered regional management structure focused on operations Deployed mineral resource teams at each operation Repurposed technology and innovation initiatives to mine sites Made significant progress in streamlining, including a budgeted year-over-year reduction of \$135 million in corporate G&A Annual procurement savings of \$200 million identified: \$50 million secured already, \$10 million in progress, \$84 million targeted for remainder of 2019 and further \$56 million in 2020 without material operational synergies The Barrick Randgold Merger Has Already Created Over \$5 Billion of Shareholder Value<sup>2</sup> 11 1. From 2018A to 2019E. 2. Based on market capitalisation of Barrick as of February 20, 2019 versus combined market capitalisation of Barrick and Randgold at announcement (September 21, 2018). Source: Bloomberg Financial Markets.

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Proposal To Newmont Key Conditions Newmont / Goldcorp transaction terminated Approvals from shareholders of Barrick and Newmont Regulatory clearance from relevant authorities No financing condition Dividends<sup>1</sup> The combined company intends to match Newmont's annual dividend of \$0.56 per share which, based on the proposed exchange ratio, will represent a pro forma annual dividend of \$0.22 per Barrick share (compared to the current annual dividend of \$0.16 per Barrick share). The Proposal Business combination on an at-market basis Exchange ratio of 2.5694 Barrick shares per Newmont share Barrick shareholders to own 55.9% of the combined company, Newmont shareholders to own 44.1% 12 1. See Endnote 5.

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Source: Thomson One Analytics, company reports and announcements. See Endnote 1. Stated US\$100 million pre-tax synergies. Annual average pre-tax synergies for first five full years (2020 – 2024). A Merger With Barrick Creates Far More Real Value for Newmont Shareholders Newmont has estimated total pre-tax synergies of only \$100 million per year in the Goldcorp transaction Illustrative Comparison of Annual Synergies Substantial Value Creation vs. Goldcorp Transaction 13 >US\$750 million US\$100 million Newmont Goldcorp Barrick / Newmont 3 Increase Ownership of Tier One Gold Assets1 Significant, Real Synergies Asset Quality Enhancement for Newmont Significant Value Creation Proven and Committed Best-in-Class Management Irrelevant Metrics: Creates World's Largest Gold Company Newmont / Goldcorp 2 >7.5x Barrick Newmont A Far More Attractive Transaction For Newmont Shareholders

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Benefits of the Proposed Merger 14 Financial Benefits Operational Benefits Increases Number of Tier One Gold Assets<sup>2</sup> High Quality Exploration and Development Pipeline Creates Nevada Mining Powerhouse with Fully Optimised Nevada Operations Best Assets Run by Best Management Adds High Quality Assets Clear Path to Share Over \$7 Billion NPV of Real Synergies<sup>1</sup> Further Re-Rating Potential Increased Free Cash Flow for Growth and Shareholder Returns Strong Pro Forma Balance Sheet “Must-own Stock” for Gold and Generalist Investors \$0.22 Dividend per New Barrick Share Opportunity for Portfolio Optimisation Represents the NPV of pre-tax synergies projected over a twenty year period, assuming analyst consensus commodity prices and a 5% discount rate. See Endnote 1.

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Tier One Gold Assets    Non-Tier One Gold Assets    69%   31%    Leading Portfolio of Eight Tier One Gold Assets<sup>1</sup>   15    Majority of combined gold asset value would be comprised of Tier One Gold Assets: CortezGoldstrike / CarlinTurquoise Ridge / Twin CreeksPueblo ViejoMerianLoulo-GoukotoKibaliNewmont Ghana    One Tier One Gold Asset expected to be created by the merger:Combination of Turquoise Ridge and Twin Creeks with synergy driven cost reductions and combined scaleOne existing Tier One Gold Asset increased in scale:Combination of Carlin with the already Tier One Goldstrike    See Endnote 1.Consensus Gold Asset NAV based on research analyst estimates where analysts have disclosed breakdown by asset / region. Excludes copper assets and NAV attributed to exploration that is not asset specific. Tier One Gold Asset NAV includes NAV for Goldrush / Fourmile as a potential Tier One Gold Asset. Source: Thomson One Analytics.    Pro Forma Consensus Gold Asset NAV<sup>2</sup>

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Maintains Balanced Political Risk Exposure 16 Barrick Based on company disclosure. 2018 production shown on an attributable basis. Barrick's production figure include Randgold's 2018 production figure which was separately reported. Based on company disclosure. Proven and probable gold reserves. Shown on an attributable basis. Barrick's reserves shown as of December 31, 2018 and exclude reserves categorised as "Other". Barrick's reserves include Randgold's reserves which were reported separately and shown as of December 31, 2018. Newmont's reserves shown as of December 31, 2018. Consensus Mining NAV based on research analyst estimates where analysts have disclosed breakdown by asset / region. Source: Thomson One Analytics. Note: The calculations above categorise Barrick's interest in Pueblo Viejo (60%) within Latin America. North America Latin America Africa & the Middle East

	EastNewmont	Australia	Pacific	Pro Forma	Barrick										
Newmont	43%	16%	22%	19%		45%	19%	27%	9%		41%	16%	26%	17%	38%
Production1	11%	32%	38%	23%	20%	19%	Consensus Mining NAV3			Gold					
			38%	33%	22%	7%	Gold Reserves2			40%	13%	17%	30%		

Barrick Outperformed Newmont by 20% Since the Barrick / Randgold Merger Announcement 17 Total Shareholder Return (Since Barrick / Randgold Announcement1) If we include historical performance, Randgold has outperformed Newmont since Gary Goldberg was appointed CEO2 and by over 480% since 20063

Year	Barrick	Newmont
2006	32.4%	12.6%
2007	(10.0%)	10.0%
2008	5.0%	(5.0%)
2009	30.0%	25.0%
2010	20.0%	15.0%
2011	40.0%	35.0%

Sep-18 Oct-18 Nov-18 Jan-19 Barrick Dec-18 Newmont Note: Based on total shareholder return (including reinvested dividends) for U.S. tickers of Newmont, Barrick and Randgold. Source: Bloomberg Financial Markets. Measured from September 21, 2018 to February 20, 2019. Measured from February 28, 2013, one day prior to the press release issued by Newmont announcing Gary Goldberg's appointment as CEO on March 1, 2013, to December 31, 2018. Measured from December 31, 2005 to December 31, 2018.

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Barrick Newmont Merger Offers Shareholders Unprecedented Value Creation 18 2. Represents the NPV of pre-tax synergies projected over a twenty year period, assuming analyst consensus commodity prices and a 5% discount rate. Free Cash Flow Uplift Drives Future Growth and Sustainable Shareholder Returns Over \$7 Billion NPV of Real Synergies<sup>2</sup> Best-in-Class Management Team With Track Record of Delivering Significant Shareholder Value Unrivaled Position in Long-Life, Low Cost Nevada Assets with 20+ Year Mine Life Strong Balance Sheet to Fund Growth and Returns to Investors World's Best Portfolio of Tier One Gold Assets<sup>1</sup> World Class Business Attractive to Both Gold and Generalist Investors Further Re-Rating Potential from Synergies and Superior Quality Relative to Peers

1. See Endnote 1.

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**Disclaimer 19 Technical Information**The scientific and technical information contained in this presentation in respect of Barrick has been reviewed and approved for release by Rodney Quick, Mineral Resource Management and Evaluation Executive of Barrick and Rick Sims, Registered Member SME, Vice President, Reserves and Resources of Barrick, each a “Qualified Person” as defined in National Instrument 43-101 – Standards of Disclosure for Mineral Projects.

**Non-GAAP Financial Performance Measures**Certain financial performance measures used in this presentation – namely total cash costs per ounce, NAV (or “net asset value”) and P/NAV (or “price to net asset value”) – are not prescribed by IFRS. These non-GAAP financial performance measures are included because management has used the information to analyse the business performance and financial position of Barrick and the combined business performance and financial position of Barrick if a merger transaction with Newmont was to occur on the terms proposed. These non-GAAP financial measures are intended to provide additional information only and do not have any standardised meaning under IFRS and may not be comparable to similar measures presented by other companies. These non-GAAP financial measures should not be considered in isolation or as a substitute for measures of performance prepared in accordance with IFRS. In order to provide the combined business performance and financial position of Barrick after giving effect to its proposed merger transaction with Newmont, certain non-GAAP financial performance measures of each of Barrick and Newmont have been combined to show an aggregate number. Such pro forma combined numbers are illustrative only and actual figures may vary materially.

**Third Party Data and Quotations**Certain comparisons of Barrick, Newmont and their industry peers are based on data obtained from Wood Mackenzie, Factset, Bloomberg Financial Markets or Thomson One Analytics. Wood Mackenzie is an independent third party research and consultancy firm that provides data for, among others, the metals and mining industry. Factset is a financial data and software company which provides financial information and analytic software for, among others, investment professionals. Bloomberg Financial Markets is a software, data and media company which delivers business and market news, data and analysis. Thomson One Analytics is a web-based investment research and analytic tool. None of Wood Mackenzie, Factset, Bloomberg Financial Markets nor Thomson One Analytics has any affiliation to Barrick. Other than in respect of its own mines, Barrick does not have the ability to verify the data or information obtained from Wood Mackenzie, Factset, Bloomberg Financial Markets or Thomson One Analytics and the non-GAAP financial performance measures used by Wood Mackenzie, Factset, Bloomberg Financial Markets and Thomson One Analytics may not correspond to the non-GAAP financial performance measures calculated by Barrick, Newmont or their respective industry peers. For more information on these non-GAAP financial performance measures see Endnote 1 and 6. Barrick has neither sought nor obtained consent from any third party to be quoted in this presentation.

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Endnotes 20 A Tier One Gold Asset is a mine with a stated mine life in excess of 10 years with annual production of at least five hundred thousand ounces of gold and total cash cost per ounce within the bottom half of Wood Mackenzie's cost curve (excluding state-owned and privately owned mines). Total cash costs per ounce is based on data from Wood Mackenzie, except in respect of Barrick's mines where Barrick relied on its internal data which is more current and reliable. The Wood Mackenzie calculation of total cash cost per ounce may not be identical to the manner in which Barrick calculates comparable measures. Total cash costs per ounce is a non-GAAP financial performance measure with no standardised meaning under IFRS and therefore may not be comparable to similar measures presented by other issuers. Total cash costs per ounce should not be considered by investors as an alternative to costs of sales or to other IFRS measures. Barrick believes that total cash cost per ounce is a useful indicator for investors and management of a mining company's performance as it provides an indication of a company's profitability and efficiency, the trends in cash costs as the company's operations mature, and a benchmark of performance to allow for comparison against other companies. Proven and probable gold reserves and measured and indicated gold resources of Barrick in Nevada are stated on an attributable basis as of December 31, 2018 and include Goldstrike, Cortez, Goldrush, South Arturo (60%) and Turquoise Ridge (75%). Proven reserves of 84.4 million tonnes grading 4.36 g/t, representing 11.8 million ounces of gold. Probable reserves of 155.6 million tonnes grading 2.93 g/t, representing 14.7 million ounces of gold. Measured resources of 13.5 million tonnes grading 4.22 g/t, representing 1.8 million ounces of gold. Indicated resources of 101.6 million tonnes grading 4.34 g/t, representing 14.2 million ounces of gold. Measured and indicated resources are shown exclusive of reserves. Complete mineral reserve and mineral resource data for all Barrick mines and projects referenced in this presentation, including tonnes, grades, and ounces, as well as the assumptions on which the mineral reserves and resources for Barrick are reported, are set out in Barrick's Q4 2018 Report issued on February 13, 2019. Proven and probable gold reserves and measured and indicated gold resources of Newmont in Nevada are stated on an attributable basis as of December 31, 2018 and include Carlin, Phoenix, Twin Creeks (including Newmont's 25% equity in Turquoise Ridge) and Long Canyon. Proven reserves of 46.6 million tonnes grading 3.84 g/t, representing 5.8 million ounces of gold. Probable reserves of 378.1 million tonnes grading 1.32 g/t, representing 16.0 million ounces of gold. Measured resources of 19.7 million tonnes grading 2.19 g/t, representing 1.4 million ounces of gold. Indicated resources of 260.7 million tonnes grading 1.23 g/t, representing 10.3 million ounces of gold. Measured and indicated resources are shown exclusive of reserves. Complete mineral reserve and mineral resource data for all Newmont mines and projects referenced in this presentation, including tonnes, grades, and ounces, as well as the assumptions on which the mineral reserves and resources for Newmont are reported, are set out in Newmont's press release dated February 21, 2019 reporting its 2018 Reserves and Resources and its annual report on Form 10-K for the fiscal year ended December 31, 2018. The potential pro forma reserves and resources figures from combining Barrick and Newmont's operations in Nevada were derived by adding the reserves and resources reported by Barrick in its Q4 2018 Report and Newmont in its press release dated February 20, 2019 reporting its 2018 Reserves and Resources and its annual report on Form 10-K for the fiscal year ended December 31, 2018. See Endnotes 2 and 3. The pro forma reserves and resources are provided for illustrative purposes only. Barrick and Newmont calculate such figures based on different standards and assumptions, and accordingly such figures may not be directly comparable and the potential pro forma reserves and resources may be subject to adjustments due to such differing standards and assumptions. In particular, Barrick mineral reserves and resources have been prepared according to Canadian Institute of Mining, Metallurgy and Petroleum 2014 Definition Standards for Mineral Resources and Mineral Reserves as incorporated by National Instrument 43-101 – Standards of Disclosure for Mineral Projects, which differ from the requirements of U.S. securities laws. Newmont's reported reserves are prepared in compliance with Industry Guide 7 published by the SEC, however, the SEC does not recognise the terms "resources" and "measured and indicated resources". According to its public disclosure, Newmont has determined that its reported "resources" would be substantively the same as those prepared using Guidelines established by the Society of Mining, Metallurgy and Exploration (SME) and that its reported measured and indicated resources (combined) are equivalent to "Mineralised Material" disclosed in its annual report on Form 10-K. Targeted annualised dividends represents management's current expectations and are "forward-looking statements". See cautionary statement above regarding forward-looking statements. Dividends for the last three quarters of 2019 have not yet been approved or declared by Barrick's Board of Directors. Investors are cautioned that such statements with respect to future dividends are non-binding. The declaration and payment of future dividends remain at the discretion of the Board of Directors and will be determined based on Barrick's financial results, balance sheet strength, cash and liquidity requirements, future

prospects, gold and commodity prices, and other factors deemed relevant by the Board. The Board of Directors reserves all powers related to the declaration and payment of dividends. Consequently, in determining the dividend to be declared and paid on the common shares of Barrick, the Board of Directors may revise or terminate the payment level at any time without prior notice. As a result, investors should not place undue reliance on such statements. “NAV” or “net asset value” is a non-GAAP financial performance measure with no standardised meaning under IFRS and therefore may not be comparable to similar measures presented by other issuers. NAV is based on research analyst consensus estimates. NAV is intended to provide additional information only and does not have a standardised meaning under IFRS and may not be comparable to similar measures presented by other companies. Barrick uses NAV because it believes that this non-GAAP measure is a metric commonly used across the industry to compare the relative value of the asset portfolios of mining companies. “P/NAV” or “price to net asset value ratio” is a non-GAAP financial performance measure with no standardised meaning under IFRS and therefore may not be comparable to similar measures presented by other issuers. P/NAV was calculated by dividing the closing share price on February 20, 2019 by NAV. Barrick uses the P/NAV ratio because it believes this non-GAAP financial performance measure is useful for comparing production and pre-production companies as well as companies which have a mixture of assets at both stages of development. Unlike other common metrics such as reserve and cash flow based metrics, P/NAV also effectively differentiates between assets of differing quality. P/NAV is commonly quoted by research analysts and also by companies in their normal course of business corporate presentations.