## **CORPORATE PRESENTATION**

Lima, February 2015





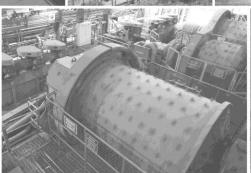
























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## **Agenda**



**Business and Operational Performance** 

Mr. Víctor Gobitz - CEO



Financial Highlights

Ms. Claudia Torres- CFO

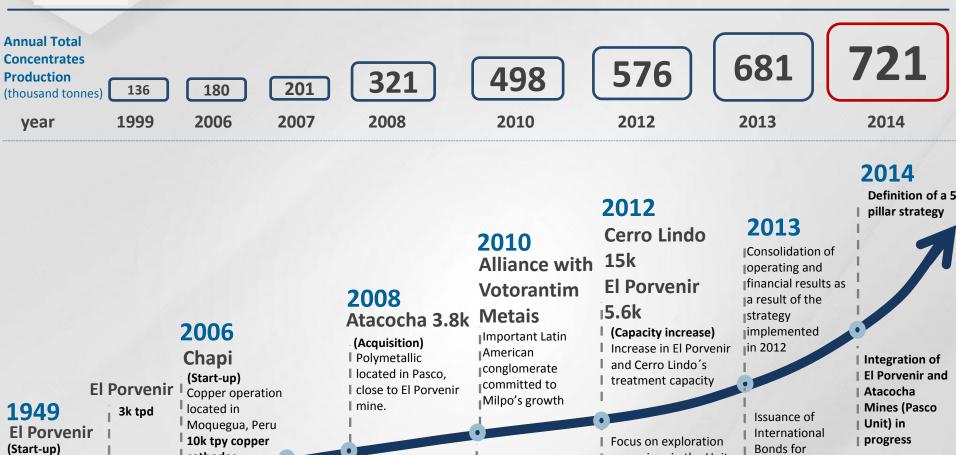


**Closing Remarks** 

Ms. Claudia Torres - CFO

## Milpo is a mining company with historical growth, which is also reflected in 2014 results





cathodes campaigns in the Units Polymetallic US\$ 350MM Increase in and surrounding located in Increase in Cerro Cerro Lindo's prospects Pasco, Peru 2013 Lindo's treatment Polymetallic treatment 2012 capacity located in Ica, capacity to 50 tpd Peru **Temporary** 18ktpd Copper operation located 2010 2014 suspension in Antofagasta, Chile 2007

Cerro Lindo 5k

(Start-up)

12k tpy copper cathodes

1999

Ivan (Acquisition) Cerro Lindo

(Capacity increase)

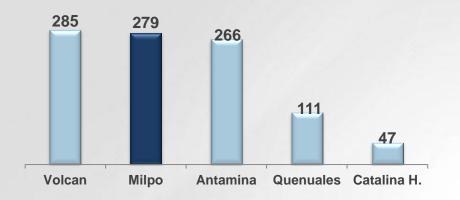
10k

Ivan and Chapi

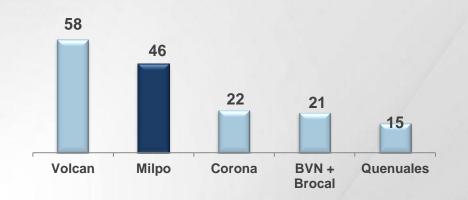
## In 2014, Milpo became the second zinc producer in Peru (3<sup>rd</sup> in 2013), maintaining its position in the other metals







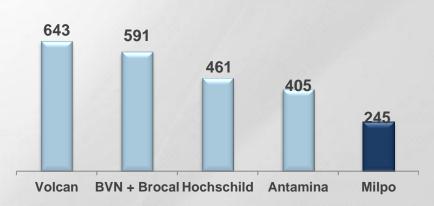
### **Lead (000 MT)**



#### Copper (000 MT)



### Silver (000 Kgf)



\*Hochschild: Suyamarca + Ares

## 2014 results are in part related to the execution of Milpo's 5-pillar strategy



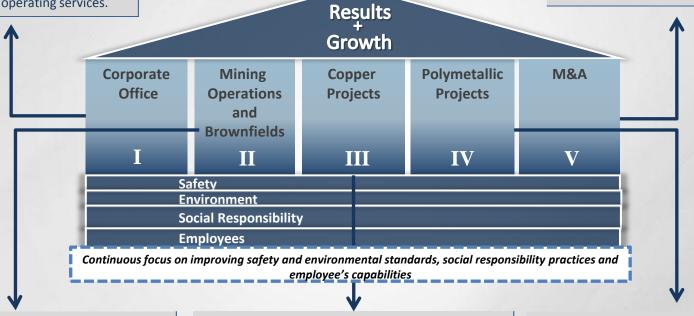
In 2014, the corporate office consolidated its role as a strategic service provider, through a leaner and more efficient organization.

Also, the Shared Services Center was implemented, diminishing headcount and optimizing operating services.

#### **2014 MAIN RESULTS**

- Concentrates: 721 Mt (+ 6% YoY)
- Sales : US\$ 758 MM (+ 5% YoY)
- EBITDA : US\$ 266 MM (+ 4% YoY)

In 2014, the acquisition of a participation in the Aripuana and Bongara zinc projects from Vototantim was completed. Opportunities will continue to be searched focusing on value generation.



EP – ATA: In 2014, the 1st stage of the operational integration was completed (administrative), the 2nd began and will continue until 1Q15 (tailings deposition) and the 3rd was defined and will be completed in 2016 (mines and plants)

CL: In 2014, treatment capacity was increased from 15ktpd to 18ktpd (biggest Peruvian underground mine)

In 2014, scoping studies were completed for **Pukaqaqa** and **Magistral** and the feasibility study for **Magistral** will be completed in 2015.

EIA for **Pukaqaqa** is in the final approval stage.

**Ivan & Chapi**: In 2014, exploration activities in the operations and surrounding areas were completed to define next steps for both units. Definition continues in progress.

Definition for **Hilarion** began and is in progress.

Two new prospects were recently added to the portfolio: Aripuana and Bongara

In Aripuana, additional geology and engineering studies will take place to obtain feasibility level in approximately 18 months.

In Bongara, next steps are to be defined.

## Milpo confirms its track record as a mining company with an extended life of mine: up to 13 years



#### **Consolidated Reserves and Resources Growth**



#### **Reserves Replacement**

(million of tonnes)

Increase in 2014 reserves due to: (i) activities that allowed access to higher quality ore bodies and (ii) the integration between EP-ATA that allowed access to new ore bodies between both mines.



#### **Consolidated Life of Mine (LOM)**

(based on 2014 production without inferred resources)



<sup>(1)</sup> The mineral resource and reserve estimates are made in accordance with the standards specified in the JORC code. (2) 2014 inventories here informed are currently under external auditing by international companies.

## Life of Mine by Mining Unit



#### **Incremental Life of Mine (LOM)**

(based on 2014 production without inferred resources)

Cerro Lindo



■ Intensive diamond drilling campaigns (41,397m. in 2014) were conducted in new ore bodies following the alignment NW-SE, allowing an increase in reserves and resources.





■ The diamond drilling program (36,120m. in 2014) and the deepening of the hoist system allowed access to new ore bodies (such as the ore body called *El Porvenir 9*).





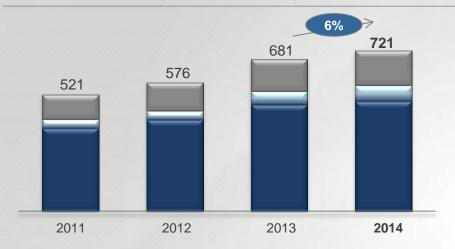
The intensive diamond drilling program (50,997m. in 2014), the economic effect of the integration concept (since Atacocha will use El Porvenir's infrastructure to access deeper mining areas), the change in the cut off and the ease in the preparation and development activities of new areas allowed the increase in reserves and resources.

## During 2014, higher production levels supported robust operational and financial performance



#### **Concentrates production**

(thousand of tonnes)





### **Concentrates production by metal**

(thousand of tonnes)





Copper (thousand of tonnes)



Lead (thousand of tonnes)



Silver (million of ounces)



## Operational performance by mining unit



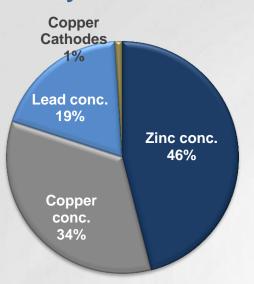
### **Concentrates production**



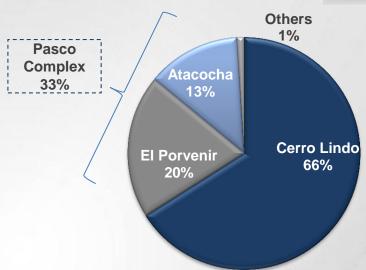
### 2014 Revenues Breakdown



### **By Product**



### By Mining Unit Social Responsability Employees

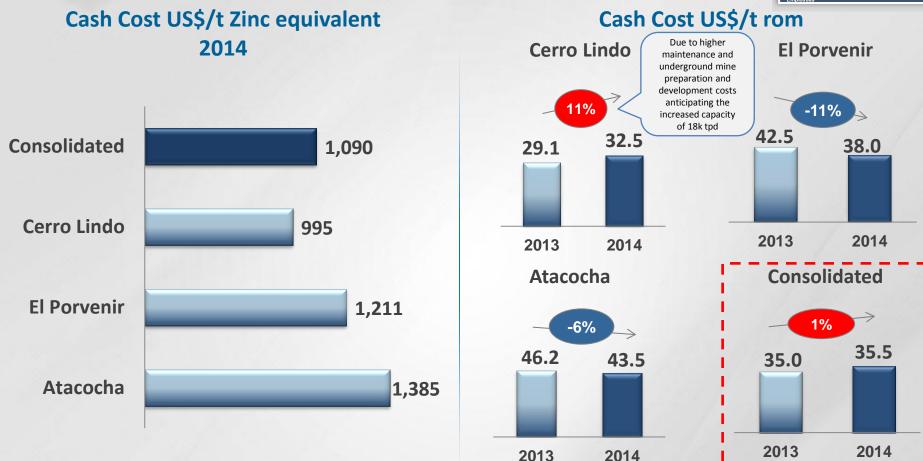


### **By Metal**



# 2014 results continue to confirm Milpo's track record as a low-cost mining producer





Strategies implemented in 2014 oriented to reduce the consolidated cash cost allowed Milpo to respond to LME variations and market volatility efficiently

Costs reductions through the optimization of consumption ratios, use of alternative technologies, optimization of mines design and the use of higher scale machineries

# Milpo maintains its world class standard as a low-cost zinc producer



#### **Low-Cost Zinc Producer**

### **Wood Mackenzie 2014 – Zinc Mine Composite Cost Curve**

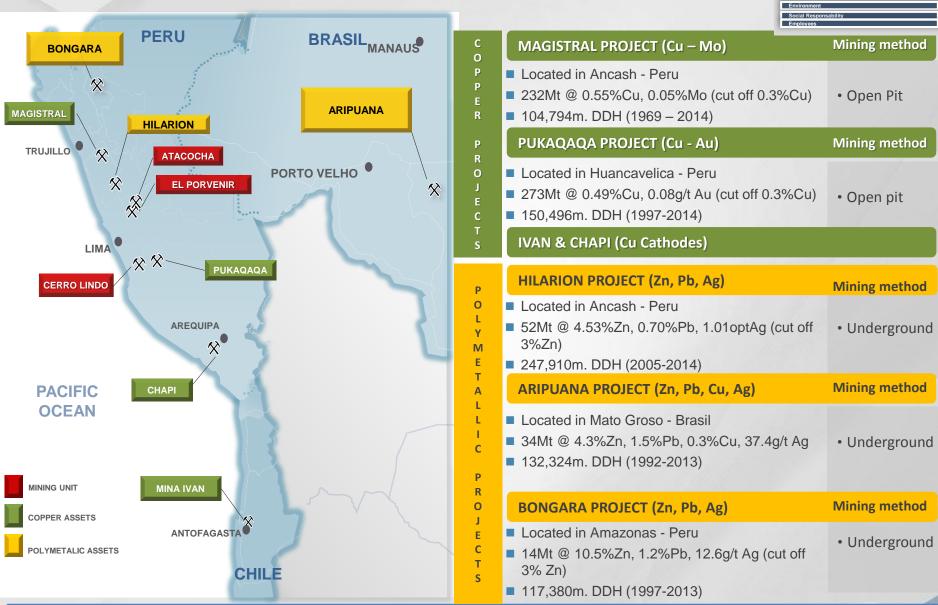


Source: Wood Mackenzie

<sup>(1)</sup> Represents C1 cash costs which reflect direct cash costs of producing metal incorporating mining, processing and offsite realization costs having made appropriate allowance for the co-product revenue streams.

### Milpo has a diversified and extended Projects Portfolio to grow





Current focus: Reduce risks associated with their development through the implementation of the projects by stages following Cerro Lindo's model







Business and Operational Performance

Mr. Víctor Gobitz - CEO



**Financial Highlights** 

Ms. Claudia Torres - CFO



Closing Remarks

Ms. Claudia Torres - CFO

# Milpo's robust financial position continues to support high liquidity and low indebtedness



Consistent EBITDA generation

Robust financial position

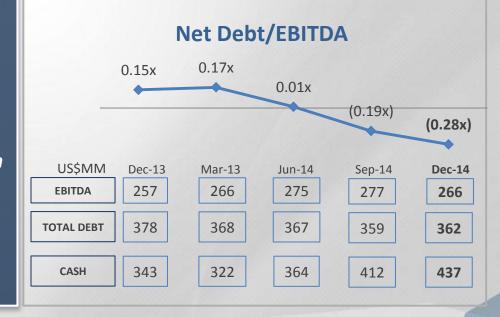
which also traduces in Maintaining investment grade status

FitchRatings (BBB) Stable (\*)

STANDARD (BBB-) Stable

\* Rating recently affirmed

Having a net cash position

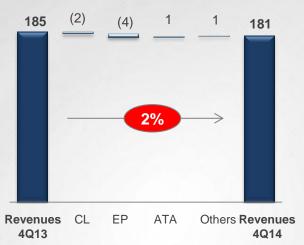


# In 2014, Milpo's consolidated financial position improved in comparison to that of 2013 in spite of lower metal prices



#### Revenues (US\$ million)





#### EBITDA (US\$ million)



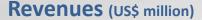


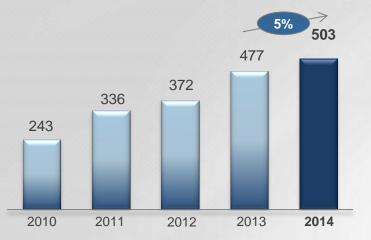
#### **Highlights 2014 vs. 2013**

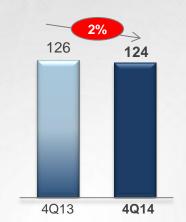
- Revenues were US\$ 758 million, 5% higher due to the increase in concentrates production and in spite of lower metal prices.
- EBITDA of US\$ 266 million, 4% increase mainly due to higher revenues and lower cash costs in El Porvenir and Atacocha which compensated higher costs in Cerro Lindo.
- Consolidated Net Profit of US\$ 104 million, a robust 59% increase.
- 4Q14 results include a negative price effect because of lower copper and silver prices.

## Cerro Lindo's financial performance (66% of Milpo's 2014 revenues)









### Highlights 4Q14 vs. 4Q13

Increase in concentrates production due to higher treated ore:



#### EBITDA (US\$ million)





- Revenues of US\$ 124 million, 2% decrease due to lower metal prices, partially offset by the increase in concentrates production.

  (Revenues increased 5% in 2014 YOY)
- EBITDA of US\$ 58 million, 15% decrease due to lower revenues and higher cash costs.

  (EBITDA decreased 3% in 2014 YoY)

## El Porvenir's financial performance (20% of Milpo's 2014 revenues)



#### Revenues (US\$ million)





### Highlights 4Q14 vs. 4Q13

Increase in concentrates production due to higher treated ore:







- Revenues of US\$ 31 million, 11% decrease due to lower metal prices and in spite of higher production. (Revenues increased 8% in 2014 YoY)
- EBITDA of US\$ 8 million, 28% decrease due to lower revenues and in spite of lower cash cost (US\$/t 40.1 vs US\$/t 35.6). (EBITDA increased 9% in 2014 YoY)

## Atacocha's financial performance (13% of Milpo's 2014 revenues)



#### Revenues (US\$ million)





#### EBITDA (US\$ million)





### Highlights 4Q14 vs. 4Q13

Increase in lead concentrates production offset the decrease in zinc and copper:



- Revenues of US\$ 23 million, 4% higher due to higher lead concentrates production which offset lower prices and zinc and copper production. (Revenues increased 5% in 2014 YoY)
- EBITDA of US\$ 3 million, 50% decrease in spite of lower cash costs (US\$/t 44.3 vs US\$/t 42.0).
- In 2014, EBITDA increased in 36% to US\$ 22 million due to higher lead and silver production and lower cash costs.

## 2014 Capex was invested in upgrading, sustaining and in the acquisition of important zinc projects



#### Capex (US\$ million)



### 2014 Capex breakdown per unit



**US\$ 119 MM** 

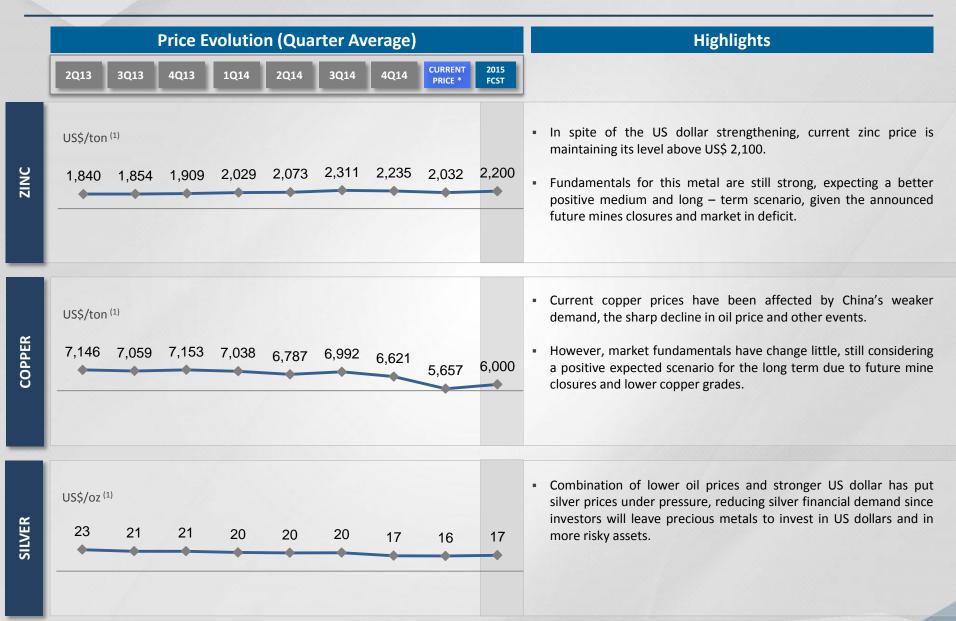
#### Main Investments during 2014:

- Third mill installation at Cerro Lindo that, along with other investments, allowed the expansion of the treatment capacity to 18ktpd.
- Tailing dam elevation at El Porvenir, related to the integration process with Atacocha.

3. Acquisition of Zinc Projects in Brazil and Peru according with Milpo's growth strategy.







<sup>(1)</sup> Source: Bloomberg. Current price: LME cash prices Fcst Milpo: Average 2015 \*23<sup>rd</sup> February ,2015.



## **Agenda**





- Milpo's track record as a <u>low-cost mining producer</u> and its flexibility to prioritize its capex allow the Company to respond to LME variations or market volatility efficiently.
- Our units have <u>long life of mines</u> due to the constant replacement of reserves and resources inventories and in spite of the also constantly increasing treatment capacity.
- Milpo's <u>strong and diversified projects portfolio</u> secures its future and disciplined <u>growth</u>.
- Milpo has a robust financial performance driven by the five pillar strategy with a focus on productivity, operational synergies, cost reductions and business growth.
- Healthy cash generation following an improved operating performance led to a decrease in the leverage ratio and to high liquidity levels.

# Q&A