

Conference Program

Mining in Latin America: Challenges and Opportunities for China Technology Companies

Wed 22 October, 2014, Tianjin, China (**Room: N 211**)

During China Mining 2014 Expo and Congress, <http://www.chinaminingtj.org/en/>

Hosted by EXPOMIN and China Mining

Objective:

This event aims to present to the Chinese suppliers a general overview about mining procurement with focus in Latin America, as well as presentations from global mining and engineering companies operating in this region and globally, in topics such as operations, projects, procurement strategy and requirements, etc.

8:30 - 9:00	Registration
9:00 - 9:10	Welcome <ul style="list-style-type: none"> • Carlos Parada, Executive Director EXPOMIN and Commercial Manager FISA S.A., Chile • LuHong, Deputy Director China Mining and Director of Tianjin Municipal Bureau of Land & Resources and Housing Administration
9:10 - 9:30	Presentation “Latin America Mining Overview: Opportunities and Challenges for Chinese Technological Companies” , Javier Cuñat, Associate Director, The Beijing Axis, China
9:30 - 10:30	Panel (a) “Presentations from Mining and Engineering Companies” (*) Chair: Armando Valenzuela, EXPOMIN advisor <ul style="list-style-type: none"> • Codelco: Cristhián Allende D., Director New Markets, CODELCO China • Salfa Corp, Mauricio Cariazzo, Manager Salfa Corp Asia • Anglo American, Willian Fu, Group Manager – China, International Procurement Office • Q&A
10:30 – 11:00	Break
11:00 - 12:10	Panel (a) “Presentations from Mining and Engineering Companies” (*) Chair: Javier Cuñat, Associate Director, The Beijing Axis, China <ul style="list-style-type: none"> • Caserones, Héctor Sepúlveda, Service Manager, Chile • Teck Resources Limited, Ralph J. Lutes, VP Asia & Chief Representative China • CAP Minería, Carlos Gonzalez, Manager, CMP Services Asia Limited • Cardoen Enterprises Holding, Andrés Cardoen, CEO, Chile • Q&A
12:10 - 12:30	Closing Panel <ul style="list-style-type: none"> • Luis Schmidt Montes, former Ambassador of Chile to China • Jerry Jiao, President Minmetals Nonferrous Metals
12:30 – 13:30	Cocktail at FISA booth: 5129,5131

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About speakers:

- **FISA S.A.** is a Chilean company, based in Santiago, Chile. Its main business is the organization of national and international fairs and conferences, www.fisa.cl. Since 1990, it organizes **EXPOMIN**, which is the largest mining Exhibition and Congress in Latin America and one of the most important worldwide, in term of exhibition area (+100,000 m²), exhibitors (1,600) and visitors (80,000). The 14^o version of this Exhibition and Congress will be held on April, 25-29, 2016, www.expomin.cl
- **The Beijing Axis** is an international advisory and procurement firm operating in four principal areas: Strategy, Procurement, Commodities and Capital. Beijing Axis Procurement is a leading, China-focused global procurement house that offers a comprehensive range of intelligent global sourcing solutions across the supply chain in a way that balances total cost delivery time and quality, while minimizing risk. We have significant experience in sourcing more than 80 product categories from China and other 'best-cost' countries. These include CAPEX project and CAPEX project replenishment products to strategic raw materials, production consumables and MRO supply. www.thebeijingaxis.com
- **Codelco**, owned by the Chilean State, has as main business the exploration, development and exploitation of copper mineral resources and byproducts, their processing to refined copper and its commercialization. Today, the company is the main copper producer in the world (10% of the global output) and controls around 10% of the world reserves of this metal. The Company develops seven mining operations (Andina, Chuquicamata, El Teniente, Gabriela Mistral, Ministro Hales, Radomiro Tomic, Salvador plus the Ventanas Smelter and Refinery. The Company also has ownership interest in El Abra mine, with a 49% stake; and other mining partnerships in geological operations both in Chile and abroad. Its corporate strategy is coordinated from its Head Office in Santiago, Chile. www.codelco.cl
- **SalfaCorp** is a Chilean company with international presence (Peru, Colombia, Uruguay, Panama and China) linked to the areas of Engineering, Construction and Real Estate, leading the Industrial Assembly and Civil Work markets. It's the largest EPC company in Chile, and ranks 6^o in South America and 128^o worldwide (ENR

magazine) with 2, 0 billion in turnover. In the mining sector, it carries out the overall construction, from prospecting and massive striping to commissioning and start-up of projects. SalfaCorp, through its subsidiary Geovita, provides services of underground mining development. The company has led the construction of two major mining projects industrial assembly the last time in Chile: Sierra Gorda and Caserones. www.salfacorp.com

- **Anglo American** is one of the world's largest mining companies, is headquartered in the UK and listed on the London and Johannesburg stock exchanges. Our portfolio of mining businesses meets our customers' changing needs and spans bulk commodities – iron ore and manganese, metallurgical coal and thermal coal; base metals and minerals – copper, nickel, niobium and phosphates; and precious metals and minerals – in which we are a global leader in both platinum and diamonds. At Anglo American, we are committed to working together with our stakeholders – our investors, our partners and our employees – to create sustainable value that makes a real difference, while upholding the highest standards of safety and responsibility across all our businesses and geographies. The company's mining operations, pipeline of growth projects and exploration activities span southern Africa, South America, Australia, North America, Asia and Europe. www.angloamerican.com
- **Caserone project** is copper and molybdenum deposit located at 154 km to the Southeast of Copiapó city, Atacama Region, and to 15 km from the border with Argentina, which is operated by SCM Minera Lumina Copper Chile, a company owned by Pan Pacific Copper (PPC) with 80% and Mitsui Trading with almost 20%.

Mining exploitation includes an open pit mine producing between 150 to 170 kton/year of fine copper (30 kton/year as cathode and 120 to 140 kton/year as concentrate having 30-35% Cu content) and about 3 Mlb/year of Molybdenum as concentrate (50% MO content). Present proven reserves with an average copper grade of 0.32% allow a mining exploitation for 28 years. Today, this operation has about 2,000 workers (500 direct and 1,500 from contractor companies), www.caserones.cl

- **Teck** is Canada's largest diversified resource company, committed to responsible mining and mineral development. We produce materials essential to the quality of life of people around the world – copper, steelmaking coal, zinc and energy. We are
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the largest producer of steelmaking coal in North America and the second largest supplier of seaborne steelmaking coal in the world. We are also among the world's largest miners of zinc and a significant producer of copper. Our energy business includes a 20% interest in the Fort Hills oil sands project and 100% ownership of the Frontier oil sands project in the Athabasca oil sands region of Alberta, Canada. We also have a 30% interest in the Wintering Hills Wind Power Facility in Alberta, which is now generating enough renewable electricity to power 35,000 homes. Our nearly 11,000 employees worldwide have expertise across a wide range of activities related to mining and minerals processing including exploration, development, smelting, refining, safety, environmental protection, product stewardship, recycling and research.

Headquartered in Vancouver, Canada, we own, or have an interest in, 13 mines in Canada, the United States, Chile and Peru. We also operate a large metallurgical complex, are partners in a wind power facility, and are a significant producer of specialty metals such as germanium and indium. We are actively exploring for copper, zinc and gold in the Americas, Asia Pacific, Europe and Africa.

Teck established its China presence in 2006 with the opening of our Beijing office and expanded with an office in Shanghai in 2013. From China, we conduct our Asia regional activities including customer and marketing support, market and economic analysis and business promotion activity. In addition to having dedicated marketing support teams for our steelmaking coal and base metal products, the Office of Teck's Chief Economist is based in China. www.teck.com

- **CAP Minería** is the largest producer of iron ore and pellets on the Pacific coast. Currently owned by CAP (75%) and Mitsubishi Corporation (25%), CAP Minería is completing an expansion plan that will help the company to reach 14 million tons of production this year. More than 70% of this production is sold into the Asian markets. The company has different and independent areas of operation in the north of Chile, which include: Three main mines with processing plants (Cerro Negro Norte, Los Colorados and El Romeral), two special processing plants (Magnetite plant and Pellet plant) and three ports (Punta Totalillo port, Guacolda II port and Guayacán port). Aware of the sustainability issues that mining companies must overcome at the north of Chile, CAP Minería has recently built a 600 lt/s capacity

Desalination plant and the largest Photovoltaic plant in Latin America (100 MW).
www.capmineria.cl

- **Cardoen Enterprises Holding** was founded by Mr. Carlos Cardoen (PhD) in 1977. Today, the group is active in four different sectors, tourism, agroindustry, energy and mining, with incomes of 200 million USD per year and 1,000 employees. EnorChile is the company that supplies 1,100 Gwh to clients like Santiago Subway, and large copper mining companies. It generates 265 MW with 75% coming from renewable energies, like solar and wind sources. In the mining industry, Cardoen has two enterprises, Metran, which is a foundry that supplies to the large mining industry with wear parts made by special steel alloy for SAG mills, balls and bar mills, primary crushers, and cone crushers. While, New Tech Copper is a technology developer and supplier for electro-winning (EW) process providing service and technology to the main plants in Chile. www.gec.cl/