# Volcan Compañía Minera

November 2015

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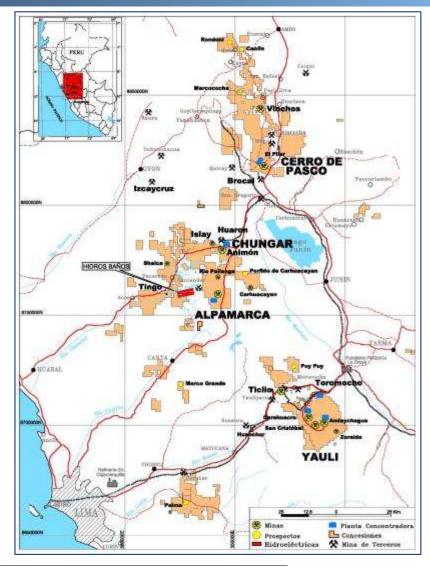
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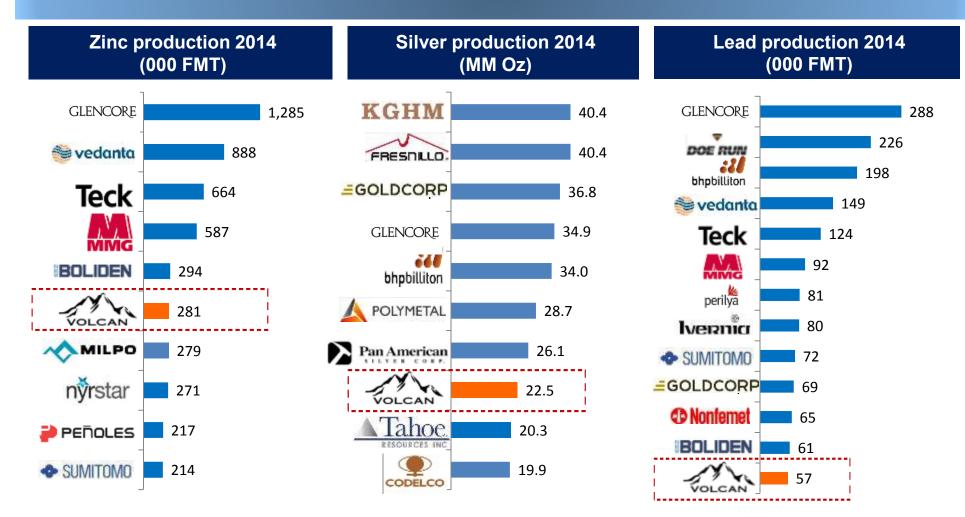
## Strategic Location with Diversified Operations

- More than 70 years of mining experience
- Committed to the highest standards of safety & environmental protection
- A world-class producer with significant organic growth potential
- Diversified, balanced and increasing production of base & precious metals
  - Four operating units, 12 mines
  - Seven concentrator plants & one lixiviation plant (Ag oxides)
- First-quartile C1 zinc & silver cash costs
- Highly prospective mining concessions
- Logistical flexibility
- Constructive relationships with authorities, labor & communities





## A Leading Global Producer of Zinc, Silver & Lead<sup>1</sup>



- Significant negotiating leverage due to ability to deliver large volumes across several key metals
- · Broad client base composed of major global commodity traders and refineries

4 <sup>1</sup> Source: Wood Mackenzie, the Silver Institute.

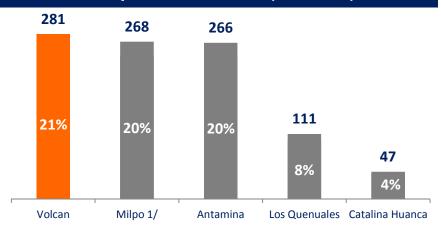


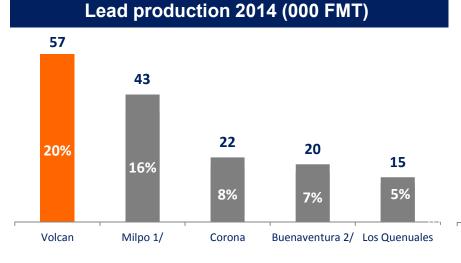
## A Leading Producer of Zinc, Silver & Lead in Peru

Peru mining production ranking 2014

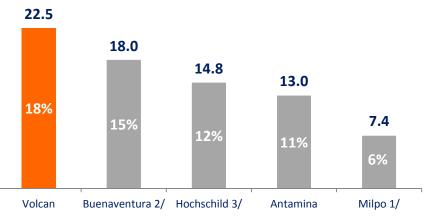
Metal	LatAm	Global
Zinc	1	3
Lead	1	4
Silver	2	3

Zinc production 2014 (000 FMT)





#### Silver production 2014 (MM Oz)



5 Source: Ministry of Energy & Mines

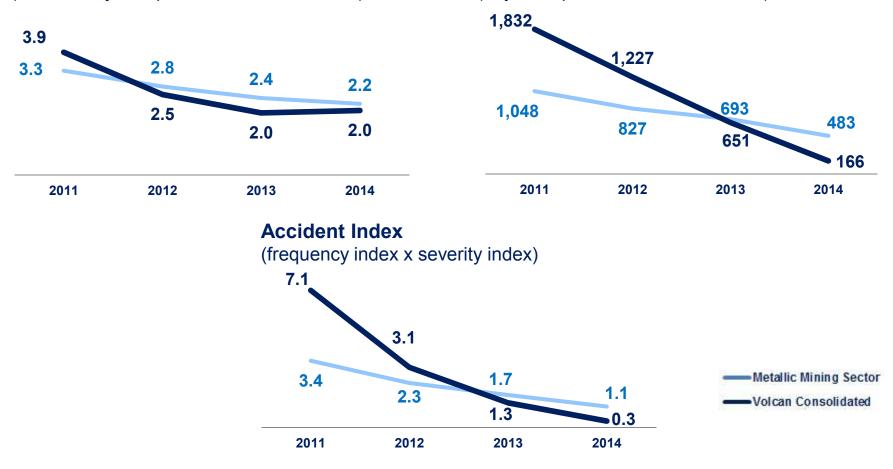
<sup>1</sup> Includes Atacocha, <sup>2</sup> Includes 54% of El Brocal, <sup>3</sup> Considers Compañía Minera Ares S.A.C. & Minera Suyamarca S.A.C.



## A Safe Place to Work<sup>1</sup>

#### **Frequency Index**

(lost-time injuries per million hours worked)



**Severity Index** 

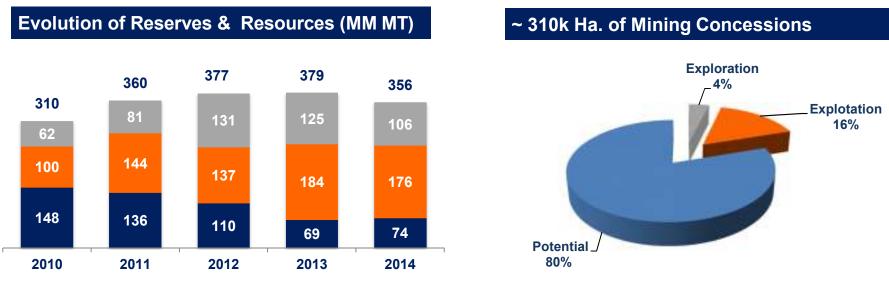
(days lost per million hours worked)

 $6\,$   $^{-1}$  Source: Ministry of Energy & Mines as of December 31, 2014



## Solid Life of Mine<sup>1</sup> with Robust Geological Potential

- 8-year life of mine in reserves, 27-year life of mine R+R
- Nearly 7 MM FMT of Zn (R+R), 10 MM FMT, including inferred resources
- 630 MM ounces of Ag (R+R), 940 MM ounces, including inferred resources



Inferred Resources Measured & Indicated Resources Reserves

Note: Prices used to calculate R+R 2014: Zn 2,200 USD/MT, Pb 2,000 USD/MT, Cu 6,500 USD/MT, Ag 18 USD/Oz

<sup>7 &</sup>lt;sup>1</sup> Life of mine is calculated based up proven and probable reserves plus measured and indicated resources as of 31/12/14. Inferred resources are excluded.



## 2015 Guidance Summary

Consolidated Production		2013	2014	Var. %	Estimated 2015
TMT (000)		6,410	7,404	15.5	7,500 - 7,700
Zinc	(000 FMT)	280	281	0.4	288 - 295
Lead	(000 FMT)	67	57	-15.5	<b>58 - 62</b>
Copper	(000 FMT)	3.2	3.4	5.7	3.0 - 3.5
Silver	(000 Oz)	20,746	22,498	8.4	24,000 - 24,300
Gold	(000 Oz)	0.0	0.7	0.0	3.0 - 4.0

Consolidated OPEX		2013	2014	Var. %	Estimated 2015		
Unit Cost	(US\$/TM)	67.6	63.9	-5.5	55.6	-	58.7

Consolidated CAPEX (MM US\$)	2013	2014	Var. %	Estimated 2015
Mining Operation	521.7	344.4	-34.0	155.0 - 170.0
Operating Capex	203.6	179.7	-11.7	127.0 - 135.0
Greenfield Explorations	8.2	7.7	-6.1	3.0 - 5.0
<b>Growth Projects and Others</b>	309.9	157.0	-49.3	25.0 - 30.0
Energy	12.7	23.4	84.3	25.0 - 30.0
Total	534.4	367.8	-31.2	180.0 - 200.0

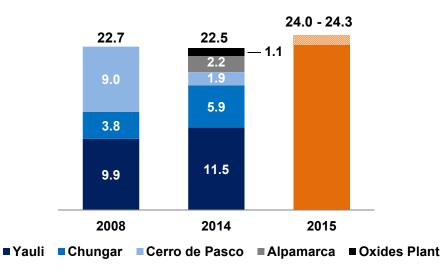


## **Increasing Production with Operational Flexibility**

#### 357 131 281 -6 288 - 295 131 82 143 104 158 2008 2014 2015 Yauli Chungar Cerro de Pasco Alpamarca

Annual Zinc Production (000 FMT)

#### Annual Silver Production (MM oz)

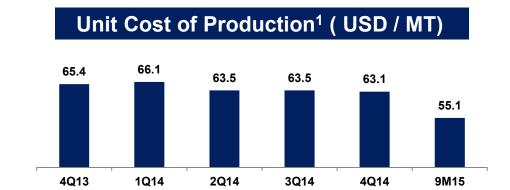


- Additional production from Yauli, Chungar & Alpamarca units mitigate the effect of declining production from Cerro de Pasco, which peaked in 2008
- Since 2008, zinc production is up 27% at Chungar & 10% at Yauli and down 90% at Cerro de Pasco
- Total silver production is now more diversified and increasing



## **OPEX Reduced**, Margins Improving

- Profitable production assured at bear-market prices
- Continuous focus on reduction of operational cost



#### **Cost Reduction Drivers**

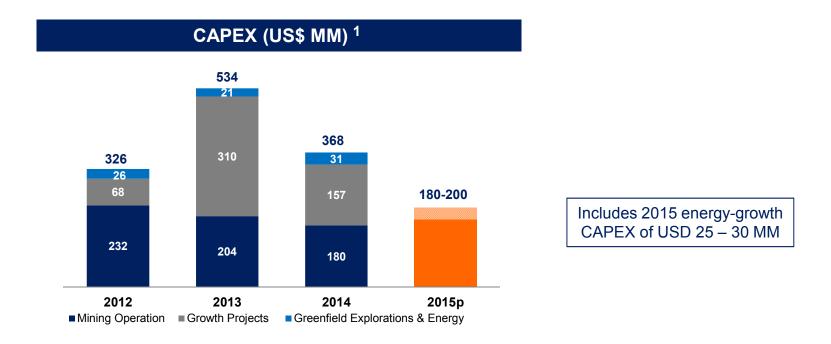
- · Enhanced productivity from massive mining methods
- New infrastructure (Timmers Shaft, Chungar)
- Personnel reduction
- · Contractor & supplier consolidation and rate reductions
- Efficiencies in mine support & energy use
- Streamlined overhead
- Positive effect from lower fuel prices & Nuevo Sol devaluation
- Unit-cost reduction of 10% 15% is expected for 2015

10 <sup>1</sup> Unit cost of production does not include the following costs: purchases of concentrate or mineral from 3rd-parties, extraordinary costs associated with events such as employee liquidation costs or intercompany mineral purchases.



## **CAPEX Reduced Assuring Positive Cash Generation**

- Large growth investments completed for this cycle
- In 2014, CAPEX fell by 36%
- A 45% to 50% decrease in CAPEX planned for 2015
- CAPEX reductions do not affect the sustainability of the operation





## **Energy Operations at Volcan**

#### **100 MW hydroelectric energy portfolio**

- 22 MW connected to the Chungar unit
- 21 MW connected to the national grid
- 20 MW Rucuy Hydroelectric Plant completed 1Q16
- Additional 40 MW of development projects

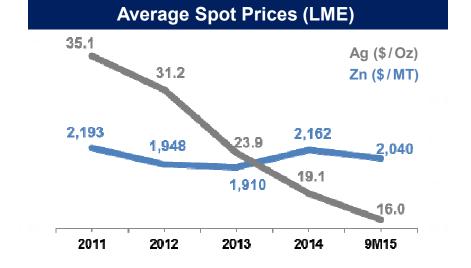
	Current	t infrastru	ucture	Capac	city	
	12 Hydr	12 Hydroelectric plants			/W	
	15 Tran	smission	lines	350	Km	
	26 Elec	tric substa	ations	300 M	IVA	
V	olcan Eleo	can Electric Balance			%	
C	onsumption 2014			644	100	
S	Self generat	If generation		316	49	
Cost		US\$/ MWh	Hydro Projec	electric ets		Capacit
Produced	energy	22	Rucuy plant			20 MV
Purchase	d energy	80	Tingo Expansion			10 MV
			Chanc	ay 2 plants	;	30 MV

#### Paragsha II – Francoise Transmission Line 45 km – 118 towers





#### **Financial Indicators**



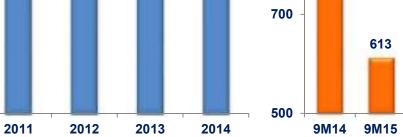
#### EBITDA (US\$ MM)<sup>1</sup>



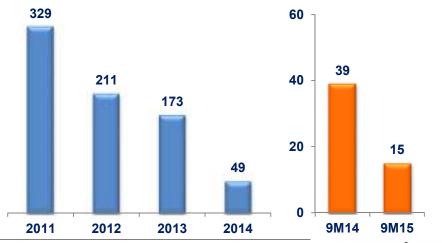


1,199

Sales (US\$ MM)

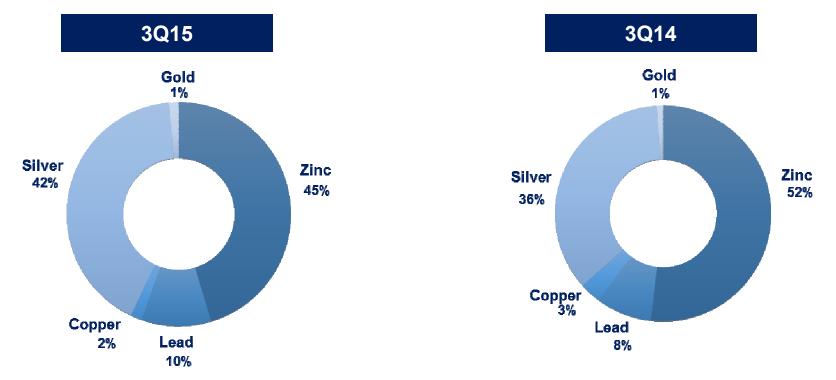


#### Net Profit (US\$ MM)<sup>1</sup>



13 <sup>1</sup> 2014 figures do not reflect the extraordinary gain from the sale of the Belo Horizonte Hydroelectric Project. Including this effect, EBITDA increases by USD 11.6 MM and Net Profit increases by USD 7.5 MM. 

## Sales Breakdown by Metal



- While zinc production increased year-on-year by 1.9%, its contribution to total sales decreased due to lower zinc prices.
- Despite lower silver prices, silver sales increased by 6% year-on-year due to a 12.6% increase in production volumes driven by the new oxides plant at Cerro de Pasco producing at full capacity since June 2015 and greater production from Yauli.



## Cash Cost

Oceh Coch	Zinc (US\$/MT)				
Cash Cost <sup>1</sup>	3Q15	3Q14	var%		
Co - Product	1,371	1,589	-13.7		
By - Product	1,044	1,090	-4.2		

Price	Unit	3Q15	3Q14
Zinc	US\$/MT	1,844	2,311
Silver	USD\$/Oz	14.9	19.7

Source: Average LME spot price

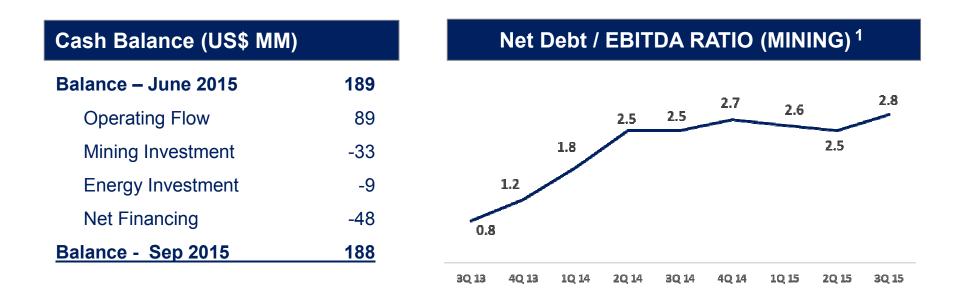
0	Silver (US\$/Oz)				
Cash Cost <sup>1</sup>	3Q15	3Q14	var%		
Co - Product	11.1	13.5	-17.8		
By - Product	5.6	4.6	21.7		

15 <sup>1</sup> Cash costs include all costs incurred in the production and comercialization of concentrate, including production costs (excluding depreciation and amortization), commercial discounts, sales expenses and royalties.



## Liquidity & Creditworthiness

- Cost reduction & CAPEX prioritization will sustain cash balance in low-price environment
- Flexibility to further reduce CAPEX & OPEX if price pressure increases
- New energy investments financed *without* guaranties from mining business



16 <sup>1</sup> For the calculation of this ratio, EBITDA excludes the effect of the USD 11.6 MM related to the extraordinary gain from the sale of the Belo Horizonte Hydroelectric Project during 2Q14.



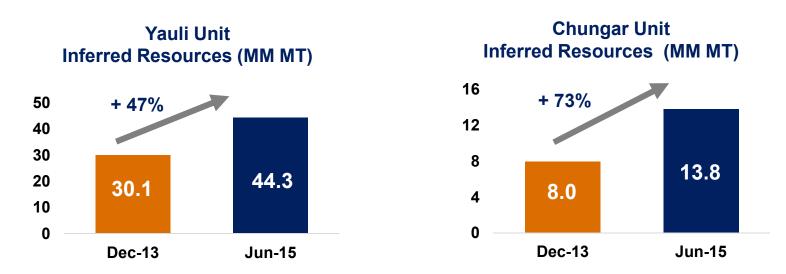
#### Growth Strategy

- Build on competitive global position in zinc, silver & lead production
  - Capitalize on advantage of geological potential in area of influence
- Enhance diversification with significant copper production
- Achieve goals through organic & inorganic growth





#### **Increasing Inferred Resources & Potential**



- In 2014 ,Volcan initiated the systematic exploration of the mineralized clusters that comprise its operations with two goals: sustaining production & generating brownfield growth projects
- Yauli Results: + 47% inferred resources, + 45% Zn (from 1.5 MM FMT to 2.1 MM FMT), + 24% Ag (from 127.2 MM Oz to 158.2 MM Oz)
- Chungar Results: + 73% inferred resources, + 45% Ag (from 30.4 MM Oz to 44.0 MM Oz)
- The potential discovered to date indicates a resource more than 50% larger in Yauli and more than 60% larger in Chungar
- The importance of the exploration results allows Volcan to begin to consider how best to expand the operations at Yauli and Chungar



## Organic Growth in the Central Andes

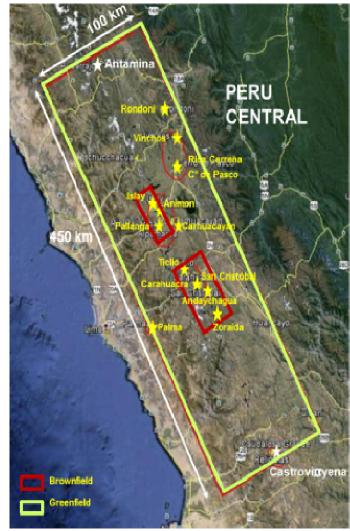
Generating value throughout the development cycle, employing systematic exploration methods & best-in-class geoscientific analysis

#### **Brownfield**

- Targets within the area of influence of current operations
- Leverage existing infrastructure, lower CAPEX, lower risk
- Portfolio of projects in evaluation

#### Greenfield

- Generative exploration with transformational objectives
- Concentrated in the Peruvian Central Andes
- Seeking to develop zinc, lead & silver polymetallic prospects, as well as copper porphyry deposits





## Selected Mining Projects and Exploration Targets

Brownfield	Metal	Operation	Stage
Zoraida	Ag - Zn - Pb	Yauli	<b>Resource Estimation</b>
Oyama	Cu - Ag	Yauli	Feasibility
Polymetallic Deposit	Ag - Zn - Pb	Cerro de Pasco	Feasibility

Greenfield	Metal	Operation	Stage
Palma	Ag - Zn - Pb	Lima	<b>Resource Estimation</b>
Carhuacayan Mine	Ag - Zn - Pb	Alpamarca	Initial Exploration
Carhuacayan Porphyry	Cu - Au	Alpamarca	Initial Exploration
Rica Cerreña	Cu - Au	Cerro de Pasco	Initial Exploration
Chumpe	Cu - Au	Yauli	Initial Exploration
Pampa Dos	Cu - Au	Cerro de Pasco	Initial Exploration
Puy Puy	Cu - Au	Yauli	Initial Exploration
Yanama	Cu - Au	Yauli	Initial Exploration



#### Why Invest in Volcan?



- Experienced management
- Committed to the highest safety & sustainability standards
- A world-class, low-cost producer
- Diversified among base & precious metals
- Increasing production through organic growth
- Highly prospective, wholly owned resource base



# Annex



## Volcan Compañia Minera History

In 1943 the Company began operations as Volcan Mines Company. For more than 50 years, Volcan operated only two mines, Ticlio and Carahuacra, and the concentrator Victoria.

In 1997 Volcan acquired Empresa Minera Mahr Tunel, owner of the San Cristobal and Andaychagua mines, and the concentrator plants Mahr Tunel and Andaychagua.

In 1999 Volcan acquired Empresa Minera Paragsha, which included the Cerro de Pasco mining operation.

One year later, in 2000, Volcan acquired Empresa Administradora Chungar with 450 ha. of mining concessions and a 350 tpd processing plant. Today Chungar produces 5,500 tpd.

These acquisitions, as well as mine and plant expansions executed by the Company in the last 15 years, turned Volcan into one of the principal producers of zinc, silver and lead in the world.



**Ticlio,1943** 

#### Volcan Compañía Minera Production Growth

PRODUCTION	1997	2014
Zinc Concentrates (MT)	50,000	520,000
Lead Concentrates (MT)	6,000	108,000
Copper Concentrates (MT)		15,000
Silver (000 Oz)	500	22,500



## Yauli Mining Unit

Mines: Four underground, one open pit

Capacity:

- 11,000 tpd from three concentrator plants
- Mine life<sup>1</sup>: Eight years of reserves, 12 years R+R



- 1. Largest unit by volume & revenue
- 2. Ongoing infrastructure investment, improving efficiency
- 3. Systematic exploration of deposits in current operation & brownfield targets

Yauli Consolidated Production							
		2012	2013	2014	9M15		
Treatment	000 TMT	3,550	3,743	3,837	2,960		
Zinc	000 FMT	154	159	158	128		
Lead	000 FMT	31	31	22	18		
Copper	000 FMT	2	2	2	2		
Silver	MM Oz	11.1	10.8	11.5	9.4		
Unit Cost	USD/MT	65.8	66.2	66.1	59.3		
Operating Inv.	USD MM	123	111	100	48		

24 <sup>1</sup> Life of mine is calculated based upon proven and probable reserves plus measured and indicated resources as of 31/12/14. Inferred resources are excluded.

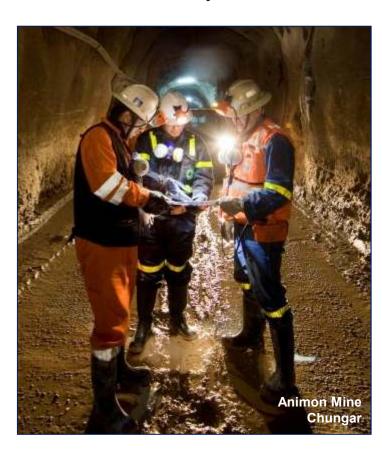


#### **Chungar Mining Unit**

Mines:	Two underground
--------	-----------------

Capacity: Mine life<sup>1</sup>:

- 5,500 tpd from one concentrator plant
- Four years of reserves, five years R+R



- 1. Most profitable unit
- 2. Jacob Timmers shaft (5,000 tpd) in production since 3Q14
- 3. Systematic exploration of deposits in current operation & brownfield targets

Chungar Consolidated Production					
		2012	2013	2014	9M15
Treatment	000 TMT	1,621	1,827	1,954	1,441
Zinc	000 FMT	97	102	104	67
Lead	000 FMT	23	27	25	18
Copper	000 FMT	1	1	1	1
Silver	MM Oz	5.4	7.0	5.9	3.6
Unit Cost	USD/MT	59.9	56.9	53.6	48.4
Operating Inv.	USD MM	72	80	65	31

25 <sup>1</sup> Life of mine is calculated based upon proven and probable reserves plus measured and indicated resources as of 31/12/14. Inferred resources are excluded.



#### Cerro de Pasco Mining Unit

Mines:One underground, one open pitCapacity:6,000 tpd from two concentrator plants



- 1. Unit in transition
- 2. Production suspended at Raul Rojas Open Pit
- 3. Ongoing evaluation of West Wall projects
- 4. Reduced investment to a minimum

Cerro de Pa	asco Con	solida	ted Pr	oduc	tion
		2012	2013	2014	9M15
Treatment	000 TMT	2,656	840	771	331
Zinc	000 FMT	46	19	13	10
Lead	000 FMT	19	9	6	4
Silver	MM Oz	5	3	2	1
Unit Cost Operating Inv.	USD/MT USD MM	41.1 34.6	96.3 10.6	99.6 1.8	103 -0.1



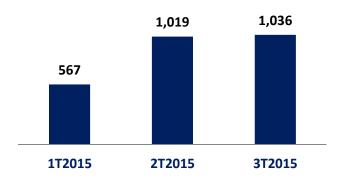
## Oxides Plant at Cerro de Pasco

- Capacity: 2,500 tpd from one lixiviation plant
- Feed: Stockpiles & in-situ mineral from Raul Rojas Open Pit
- Mine life<sup>1</sup>: 15 years of reserves



- 1. Production iniciated 2Q14
- 2. Plant operating at full capacity since June 2015
- 3. Produced 2.8 MM Oz of Ag & 3,845 Oz of Au (3Q15)
- 4. Expected annual production: 3 MM to 4 MM oz of Ag



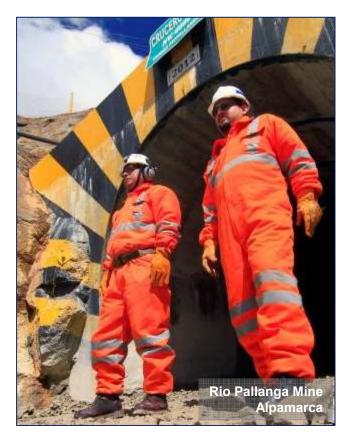




#### Alpamarca Mining Unit

Mines:	One underground, one open pit
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- Capacity:
- 2,300 tpd from one concentrator plant
- Mine life<sup>1</sup>: Five years of reserves, 8 years R+R



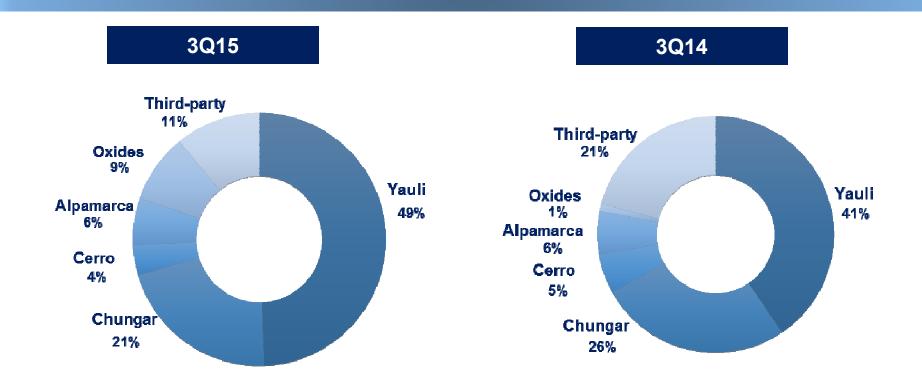
- 1. In operation since 2Q14
- 2. Costs below projections
- 3. Significant brownfield & greenfield opportunities
- 4. For 2015, 2.7 MM Oz expected

Alpamarca Consolidated Production			
		2014	9M15
Treatment	000 TMT	593	652
Zinc	000 FMT	6	6
Lead	000 FMT	4	4
Copper	000 FMT	0	1
Silver	MM Oz	2.2	2.1
Unit Cost	USD/MT	47.6	35.0
Operating Inv.	USD MM	11.9	4.7

28 <sup>1</sup> Life of mine is calculated based upon proven and probable reserves plus measured and indicated resources as of 31/12/14. Inferred resources are excluded.



## Sales Breakdown by Origin<sup>1</sup>



- The impact of the oxide plant at Cerro de Pasco producing at full capacity is reflected in the increased contribution to sales to 9% (3Q15) from 1% (3Q14).
- Sales of third-party concentrate was reduced to 11% from 21% one year ago.



#### **Bonds and Credit Ratings**

#### **International Bond Emission**

- ✓ US\$ 600 MM issued January 2012
- ✓ Rate: 5.375% with maturity in 2022
- ✓ Demand: US\$ 4.8 B

#### Credit Ratings<sup>1</sup>

## FitchRatings : BBB-Moody's : Bal

30 <sup>1</sup> During February 2015, Volcan informed Standard & Poor's Ratings Services that the Company would not renew its service agreement. On March 13, 2015, S&P revised its outlook on the Volcan to negative from stable and affirmed the BB+ corporate credit and senior unsecured ratings on the Company and its debt. All ratings were subsequently withdrawn.



## Stock Market Highlights<sup>1</sup>

#### **Stock Market Listings**

Lima	Since	1956
Madrid (Latibex)	Since	2000
Santiago	Since	2007

#### Class A Shares : Full voting rights

Shares outstanding: 1,633,414,553 Aprox. 600 shareholders

Class B Shares : Div. premium of 5% over Class A

Shares outstanding: 2,443,157,622 Aprox. 9,000 shareholders

#### Selected Institutional Shareholders of Volcan Compañía Minera S.A.A.

AFP Habitat
AFP Integra
Alkin Asset Management
Arca Trading Limited
Atlantic Security Bank
Blackrock Global Funds
Bleauvelt Capital Partners
City Of New York
Corporacion Financiera de Inversiones

Credicorp Capital
Eaton Vance
El Pacifico
Fondo De Seguro De Retiro y Cesacion De La Marina
Inteligo
Interfondos
Ishares MSCI All Peru Capped
La Positiva
Manchester International Properties S.A

Mercury Asset Management Prima AFP Profuturo AFP Santander Central Hispano Investment Scotia Fondos Seguro Social De Salud - Essalud Sura Fondos Vident International Equity Fund



**31** <sup>1</sup>As of 30/09/15



# **Gracias!**