

# ECUADOR MINING COUNTRY

# THE NEW MINING PDAC FRONTIER 2016

# In a tough year for the mining world, Ecuador's mining sector has continued to build momentum







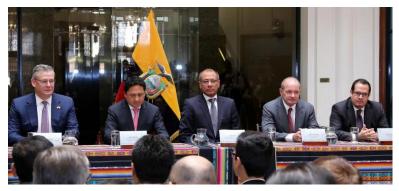
### Our mining projects are advancing well, and our relationships with our companies are strong







### January 2016: Lundin Gold signed an agreement on financial terms for development of Fruta del Norte





### LUNDINGOLD

"We've signed this agreement and there's no turning back. We're committed to building a mining industry in the country"

> Ron Hochstein, CEO Lundin Gold Quoted in The Northern Miner



Sources: Office of the Vice President of Ecuador, Ecuavisa, The Northern Miner, Google Finance



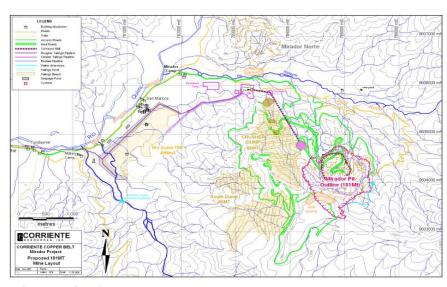
# Corriente has begun construction on Mirador, with production anticipated in 2018



Expected production start date 2018

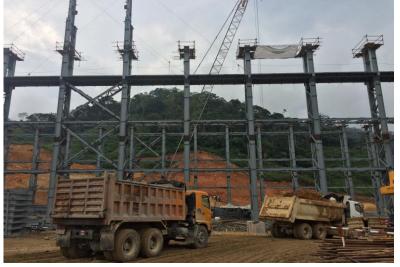
Reserves: Cu: 6.7 million lbs

Au: 3.2 million oz Ag: 25 million oz











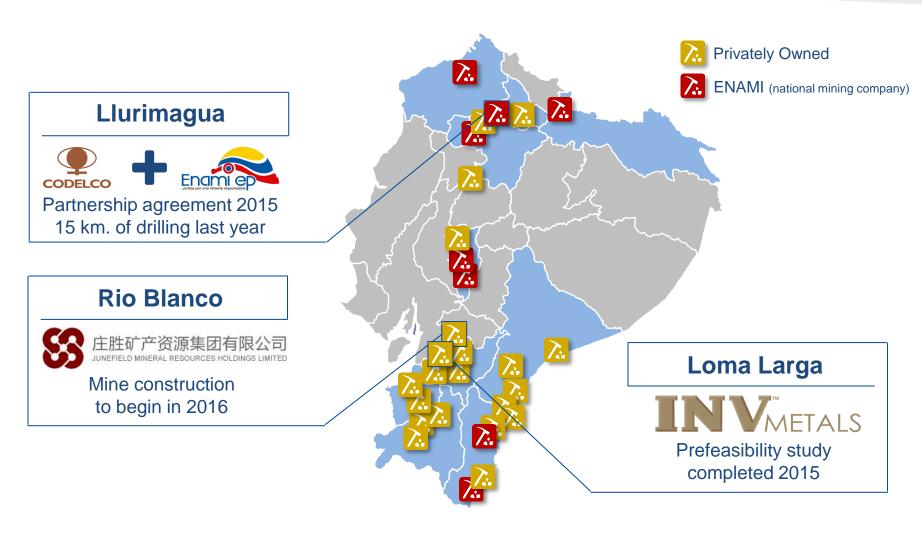


### Rafael Correa, President of the Republic of Ecuador, visited Mirador and Fruta del Norte this past week





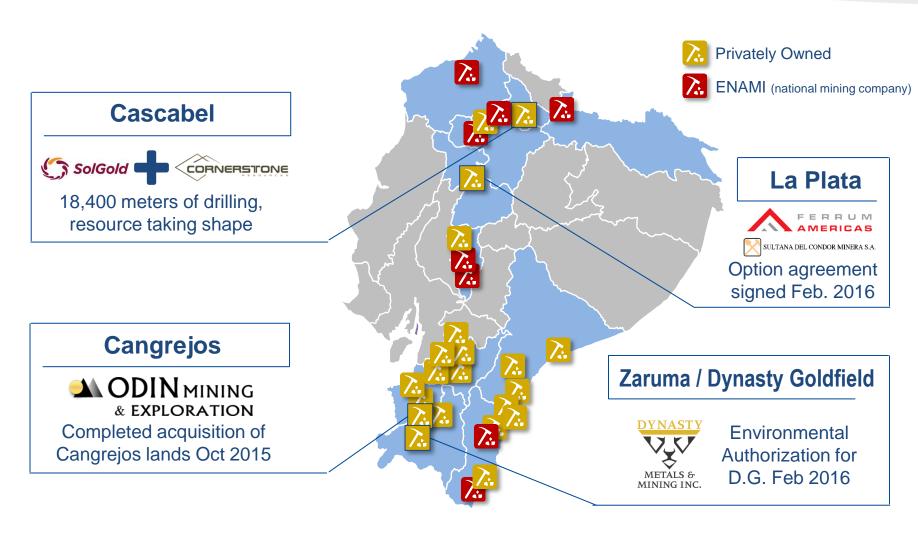
### Ecuador's other gold and copper projects also continue to advance, highlights include:







# And the next generation of projects is accelerating its progress







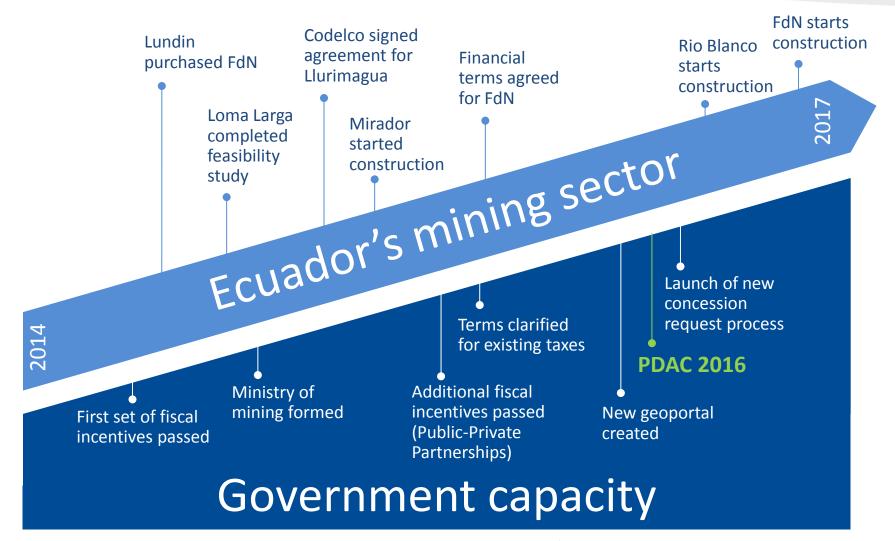
# Ecuador has made great strides in government capacity building







# The government is increasing its capabilities to support the growing sector's needs



# The Ministry of Mining is now firmly established to support the sector more intensively



#### Strategic Advisors



#### Affiliated Institutions

**National Mining Company** 



National Institute of Geological Mining and Metallurgical Research



**Mining Regulation & Control Agency** 







### Example: launch of a new online portal to provide free access to technical / geological information

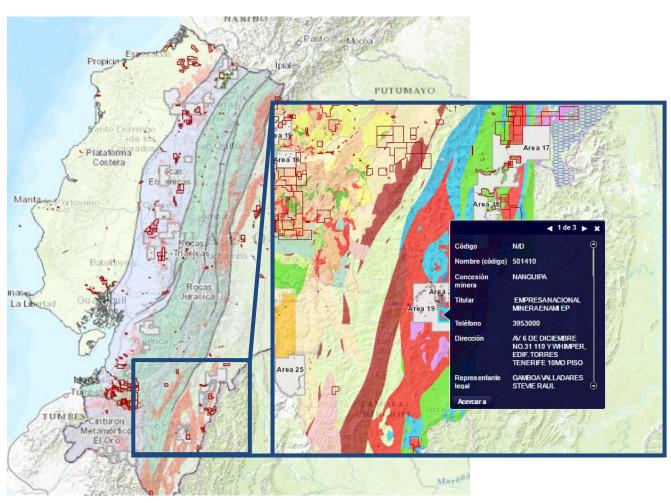
### Available Information

#### **General:**

- Geology
- Geophysical map
- Geochemical info
- Infrastructure
- Protected areas

### Areas & concessions:

- Granted concessions
- Areas identified as high-potential

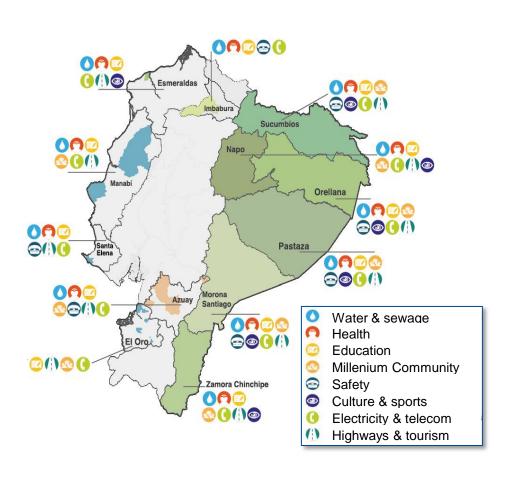


http://visor.geoinvestigacion.gob.ec/areas\_mineras/



# Our laws and government programs provide strong support in building community support for mining

#### Improving communities affected by strategic industries





60% of royalties required by law to go to social investment projects and regional development

**50%** of social investment projects aimed at indigenous groups or territorial constituencies, when appropriate

**\$933 million** invested to date, of which \$105 million in Zamora





### We continue to make the fiscal and legal regimes more clear and competitive







### Additional fiscal and legal reforms were approved in 2015 to further enhance investment conditions

#### 2014 incentives

- 1 Fiscal stability contracts
- 2 Accelerated depreciation, investor choice of 5 10 years
- 3 Use of NPV for Sovereign Adjustment formula, to include companies' cost of capital
- 4 Currency exportation tax (ISD) exemption for mining sector
- 5 Standardized extraordinary gains tax

### Incentives approved in Q4 2015

- 6 VAT refunds starting in 2018
  - VAT will be refundable for mineral exportations
  - Increases IRR of projects up to 1.5%
- 7 Foreign investment in small mining
  - New opportunities for investors interested in Ecuador
  - Some small miners have potential to operate at larger scale on currently owned and/or new concessions
- 8 Limited applicability of capital gains tax
  - Previously, all share transaction were taxed with no limit on share value
  - With the new change, only share transactions for more than 20% of the company value will be taxed





# Ecuador's operational advantages for mining projects continue to be compelling







### The advantages of mining in Ecuador remain strong



#### Infrastructure

- ~10,000 km of improved highways
- 5 main ports
- 15 airports (5 new, 10 remodeled)



#### Work Force

- Regionally competitive work force
- MOUs signed for partnerships in human resource development with governments of Australia, Peru, and Chile



### **Energy and Water**

- 90% clean energy
  - 9 hydroelectric projects
  - Over 8,300 MW of installed capacity by end of year
- Abundant access to water



### Mineral grades

- Several of the highest-grade projects in the region, both for gold and copper
- < 10% of territory explored</p>





# The foundation is laid for excellent mining investment opportunities in Ecuador







# The National Mining Company (ENAMI) is seeking partners to develop and operate its projects



### Partnering with ENAMI provides...

- a streamlined entry into the Ecuadorian market
- benefits and support normally reserved for state-owned entities



#### 5 projects are currently available for partnership

- Partnership structures under consideration include:
  - Strategic Alliance: Flexible, ENAMI EP share usually 10-50%
  - Private/Public Company: ENAMI EP stake 51%
  - Joint Venture

### Example: Llurimagua (Cu)

Codelco partnership with ENAMI for exploration, evaluation, development and operation







### Ecuador's mining cadaster is now open







### Today we announce the new process to obtain mining concessions in Ecuador

#### **New process highlights**

- Interested parties may now request new metal mining concessions of interest from the Ministry
- Any available area may be requested, up to 5000 hectares per concession
- The process will commence in the first week of April 2016
- We invite you to reserve desired areas now, to be granted after process launch next month

Link to Mining Management System to reserve areas:

http://sgm.controlminero.gob.ec/web/arcom/tareas-sgm

# PACIFIC OCEAN PORTOVIEJO AMBATO GUAYAQUIL COLOMBIA COLOMBIA COLOMBIA COLOMBIA COLOMBIA

**Current mining cadaster** 





Legend

In process

Registered Granted

Notarized

### The new process is fast and transparent



#### Legend

#### Interested Party

Ministry of Mining

Process initiated by an interested party, and rapidly advanced by the Ministry of Mining

#### **Scoring of bids**

- Technical qualification (Y/N)
- Score is based on the value (amount) of the investment commitment

#### **Swiss Challenge rules:**

- First bidder submits the concession request and a closed-envelope first bid
- Others may submit bids
- First bidder has option to match highest bid of another party (maximum bid increase = 100% of initial bid)





### Initiating the process



#### **Prospecting**

- Prospecting is free, and available to all as established by Ecuadorian law
- Existing public information and real-time availability of potential mining concessions is viewable on the new geoportal:

http://visor.geoinvestigacion.gob.ec/areas mineras

#### 1 Concession request

- Interested parties may submit a formal request for mining concessions to the Ministry of Mining
- Such requests must include at least:
  - a. Concession reservation obtained online from ARCOM
  - b. Prequalification criteria documents:
    - i. Domicile and good standing in Ecuador
    - ii. Minimum financial solvency requirements

#### 2 Pre-qualification

- The Ministry and its institutions verify compliance with the pre-requisites
- The Ministry notifies the company of its successful initiation of the concession granting process





### Initiating the process



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### Posting of concession and proposal(s)



- 3 Concession posted to website
- Ministry posts the concession request on its website for a period of three weeks
- This allows for competing proposals for the mining concession in accordance with Ecuadorian law
- All bids must also demonstrate compliance with the prequalification criteria

- 4 Submission of proposal
- The interested party submits its confidential proposal, which will not be opened until all proposals are evaluated. The proposal includes:
  - a. A work plan detailing exploration plans and expenditure commitments
  - b. Previous experience of the company and/or team

- 5 Evaluation of proposal(s)
- All proposals will be opened and evaluated according to the standard terms of reference posted on the Ministry's website
- Scoring is primarily based on the amount to be invested in exploration of the concession





### Closing the process and award of concession



#### 6 Swiss Challenge option to match

- The evaluation is run as a Swiss Challenge:
- The party who originated the process may enhance its proposal by increasing the investment commitment by up to 100% of its original value to match a competing bid
- Example:

Original work plan: \$2,000,000
Limit of potential match: \$4,000,000
Competing bid: \$3,500,000
Match within limits? YES

#### Concession awarded

- The concession is awarded to the party that submitted the winning proposal
- Competing bids are not required; in the event that no competing bids are received, the concession will be awarded to the initiating party

#### **Exploration and reporting**

- Concessionaires submit reports annually to show fulfillment of the work plan
- Technical results of the investment programs are submitted as evidence of work completed
- The interpretation of the technical results need not be submitted





Ecuador manifests its commitment to become the new mining frontier of Latin America by...





### Advantages + Opportunity









### Thank you!

