# BUENAVENTURA



Fourth Quarter and Full Year 2017 Results Conference Call

# Cautionary Statement

This presentation contains certain information that may constitute forward-looking information under applicable U.S. securities legislation, including but not limited to information about costs applicable to sales, general and administrative expenses; production volumes; current expectations on the timing, extent and success of exploration; development and metallurgical sampling activities, the timing and success of mining operations and the optimization of mine plans. This forward-looking information entails various risks and uncertainties that are based on current expectations, and actual results may differ materially from those contained within said information. These uncertainties and risks include, but are not limited to, the strength of the global economy, the price of commodities; operational, funding and liquidity risks; the degree to which mineral resource estimates are reflective of actual mineral resources; the degree to which factors which would make a mineral deposit commercially viable are present, and other risks and hazards associated with mining operations. Risks and uncertainties about the Company's business are more fully discussed in the BVN's form 20-F filed with the Securities and Exchange Commission in the U.S. and available at www.sec.gov . Readers are urged to read these materials. Buenaventura assumes no obligation to update any forward-looking information or to update the reasons why actual results could differ from such information unless required by law.



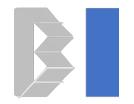
# 4Q 2017 Highlights



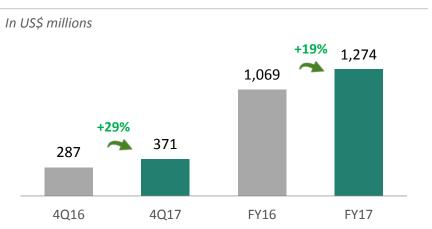
- 4Q17 EBITDA from direct operations was US\$116.6 million; a 44% increase compared to US\$80.8 million reported in 4Q16. 4Q17 Adjusted EBITDA (including associated companies) reached US\$ 245.4 million; a 38% increase compared to US\$ 177.2 million in 4Q16
- 2. FY2017 Net Income was US\$ 60.8 million, compared to negative US\$ 323.5 in 2016
- 3. Buenaventura's Net debt/EBITDA ratio was reduced to 1.4x
- 4. The Company's de-bottlenecking program is in progress, with results expected to be gradually reflected from 2018 2020.
- Yanacocha purchased the International Finance Corporation's five percent equity stake in Yanacocha for \$48 million in December 2017. In 2018, Yanacocha agreed to make a capital reduction, Buenaventura's stake in Yanacocha therefore increased from 43.65% to 45.95%
- 6. In June 2017, Cerro Verde extended the maturity of its Syndicated Loan until year 2022 and in December 2017, repaid US\$ 220 million. The outstanding balance is US\$1.3 billion as of December 31, 2017
- 7. In line with Buenaventura's dividend policy, a dividend payment of US\$0.03 per share/ADS will be declared



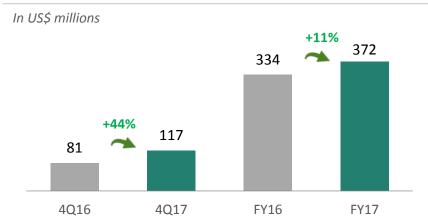
## Financial Highlights



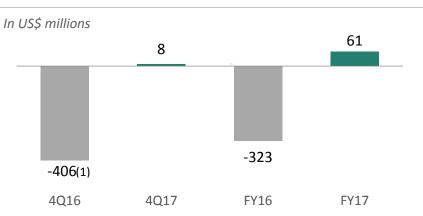
### **Total Revenues**



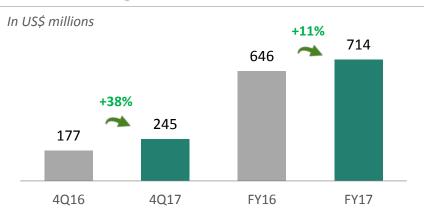
### **EBITDA Direct Operations**



### **Net Income**



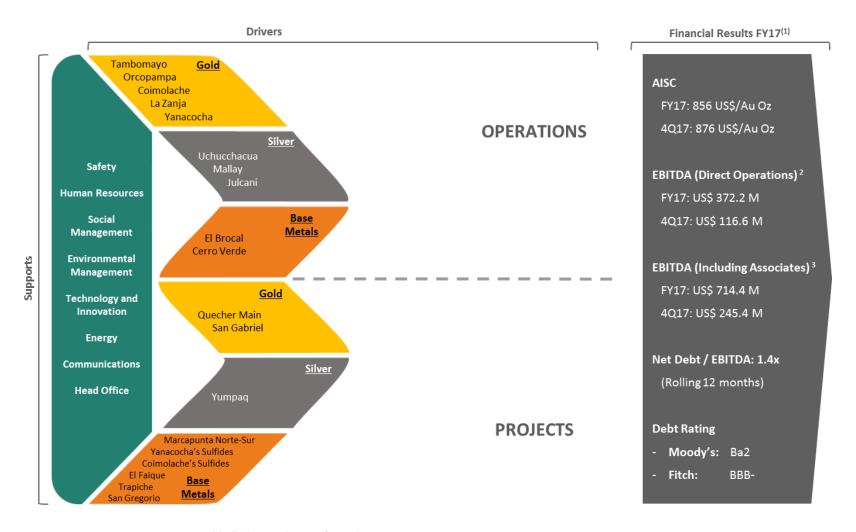
### **EBITDA Including Affiliates**





## Strategic Roadmap – 4Q17







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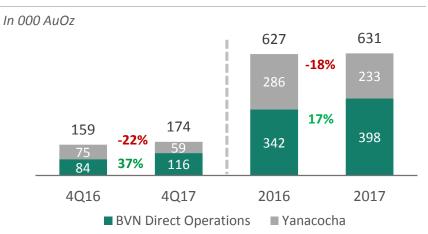
<sup>(2)</sup> Includes 100% of Buenaventura (Julcani, Mallay, Tambomayo, Orcopampa, Uchucchacua, Projects), La Zanja, El Brocal, Huanza, BISA, Contacto, Condesa, other small business of the Group

<sup>(3)</sup> Includes (2) + 40.1% of Coimolache, 19.58% of Cerro Verde and 43.65% of Yanacocha

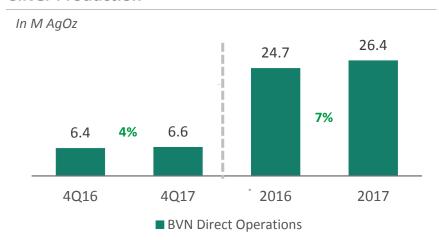
### Attributable Production (1)



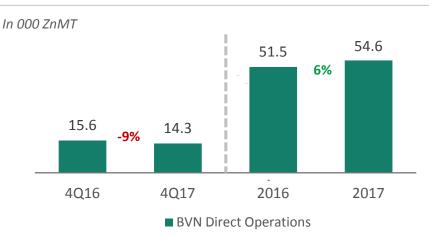
### **Gold Production**



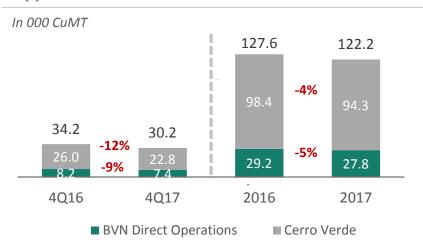
### **Silver Production**



### **Zinc Production**



### **Copper Production**

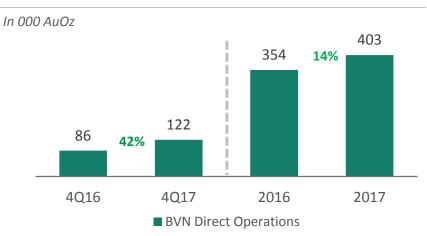




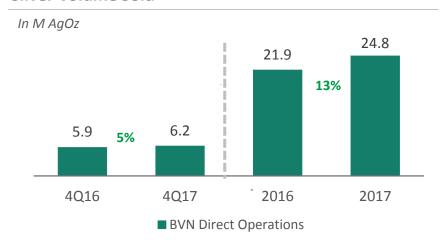
### Consolidated Volume Sold (1)



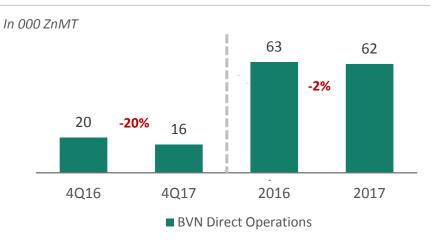
### **Gold Volume Sold**



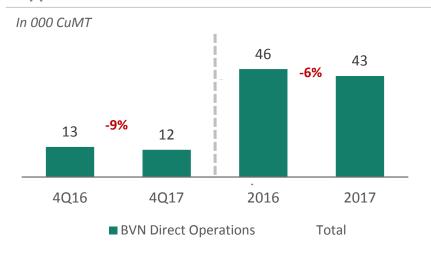
### Silver Volume Sold



### **Zinc Volume Sold**



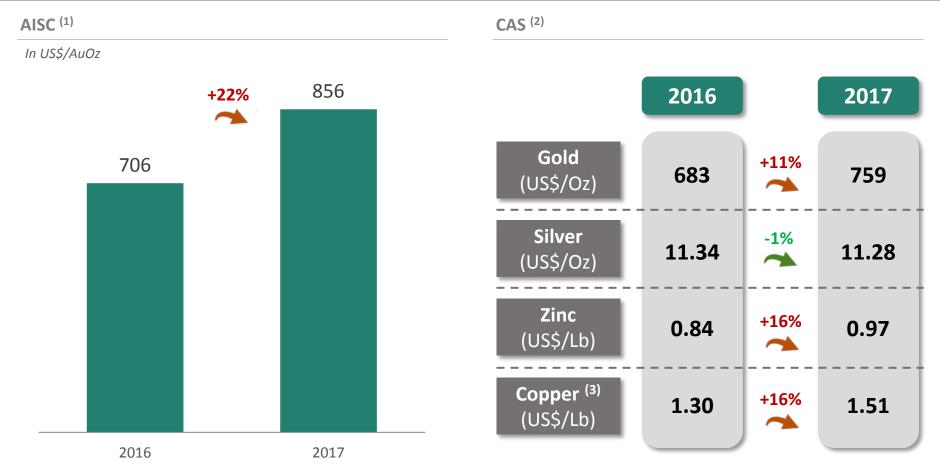
### **Copper Volume Sold**





# All-in Sustaining Cost and Costs Applicable to Sales



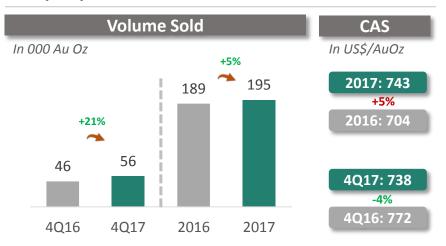




### Gold Volume Sold



### Orcopampa at 100%



### Tambomayo at 100%

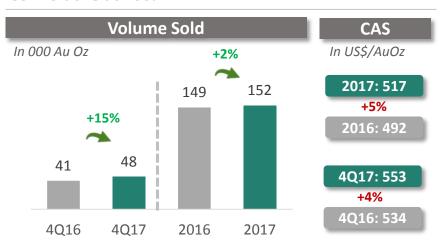




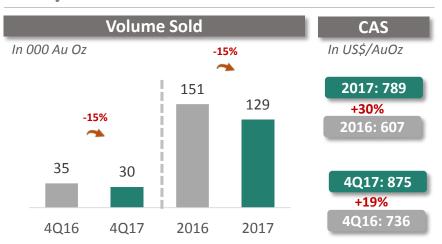
### Gold Volume Sold



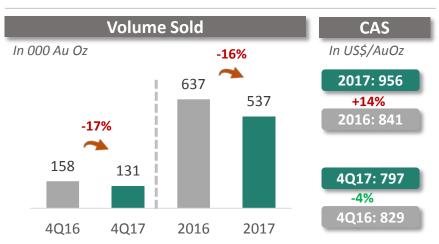
### Coimolache at 100%



### La Zanja at 100%



### Yanacocha at 100%

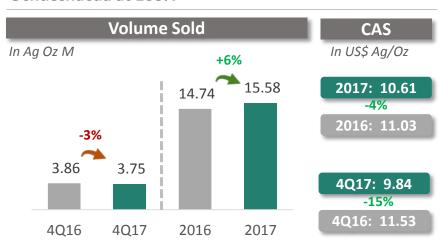




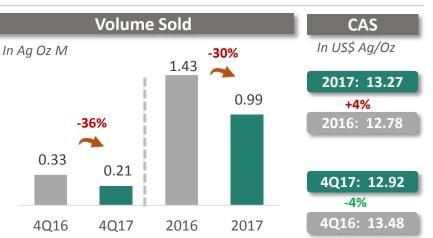
### Silver Volume Sold



### Uchucchacua at 100%



### Mallay at 100%



#### Julcani at 100%

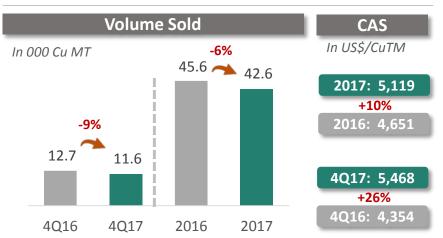




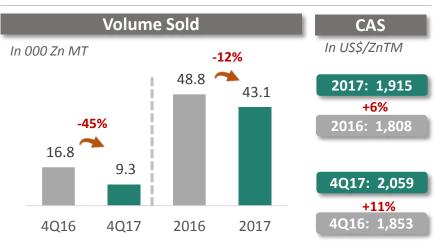
## Copper & Zinc Volume Sold



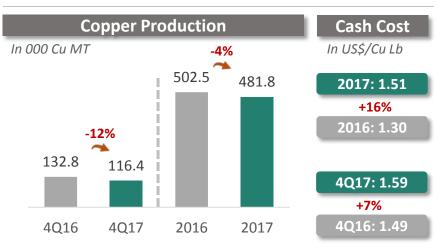
### El Brocal (Copper) at 100%



### El Brocal (Zinc) at 100%



### **Cerro Verde at 100%**

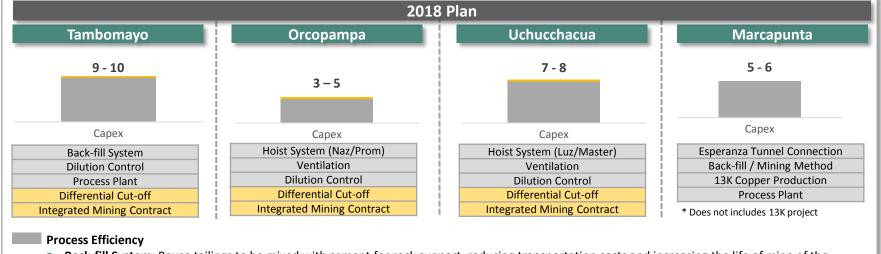








Total EBITDA (2018-2020) US\$ 120-150 M Total Capex (2018-2020) US\$ 35-45 M



- **Back-fill System**: Reuse tailings to be mixed with cement for rock support, reducing transportation costs and increasing the life of mine of the tailings storage facility.
- Process Plant: Equipment will be purchased in order to improve efficiency of processes (more recovery).
- Dilution Control: Operating cost reduction by treating ore with higher value while improving the recovery rate (high grade).
- **Hoist System**: The system will be upgraded to increase productivity.
- Ventilation: The system will be upgraded to increase productivity and exploration programs.
- **Esperanza Tunnel**: Marcapunta Norte and Marcapunta Sur have been connected in order to have a more productive operation and reduce costs.

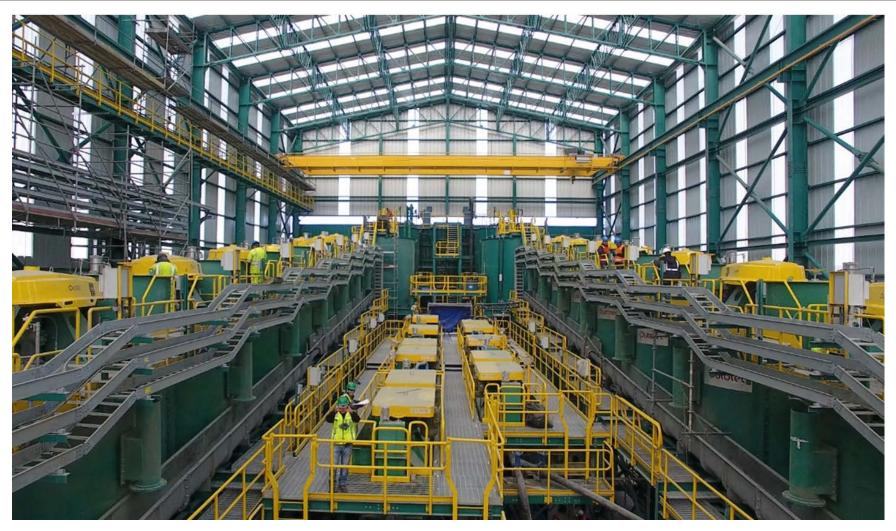
#### Management Efficiency

- Differential Cut-off: Use a specific cut-off per each specific area in order to improve profitability (improved mining planning process).
- Integrated Mining Contracts: Renegotiate terms and conditions with mining contractors taking advantage of synergies between our operating units.



# Q&A







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