



# Fourth Quarter 2019 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 2019 Highlights

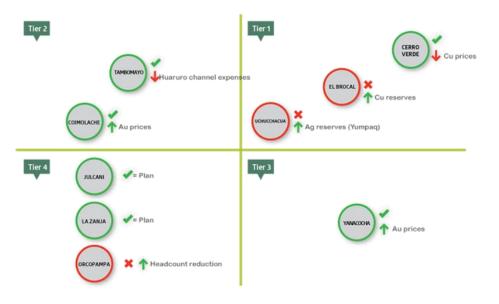


- 1. 4Q19 EBITDA from direct operations was US\$ 73.9 million, compared to US\$ 68.7 million reported in 4Q18.
- 2. 4Q19 Adjusted EBITDA including associated companies reached US\$ 176.8 million, compared to US\$ 147.4 million in 4Q18, primarily due to improved results at Cerro Verde and Coimolache.
- 3. 4Q19 capital expenditures were US\$ 38.4 million, compared to US\$ 41.2 million for the same period in 2018.
- 4. 4Q19 net loss was US\$ 53.7 million, compared to a net loss of US\$ 72.9 million for the same period in 2018.
- 5. The Company's portfolio of greenfield projects continued progressing well during the quarter. At Yumpaq (Ag), San Gabriel (Au) and Trapiche (Cu) we are declaring ore reserves in 1Q20.
- In 4Q19 Buenaventura generated US\$ 13.6 million in incremental EBITDA through the Company's De-Bottlenecking
   Program. The program has enabled BVN to increase the efficiency of its Tambomayo, Uchucchacua, Orcopampa and El Brocal mines.
- 7. Yanacocha's Quecher Main project was on budget and achieved commercial production in 4Q19.
- 8. Cerro Verde's processing plants averaged 396,800 metric tons of ore per day, approximately 10 percent above nameplate capacity.
- 9. A US\$ 0.027 per share/ADS dividend payment was proposed at Buenaventura's February 20, 2020 Board Meeting.

# Summary



### During 2019, three of our nine mining assets performed below our expectations



### **Four Tier System**

#### El Brocal:

•This year's production was lower than expected due to:

- Slope instability in the northern part of the pit (April November 2019)
- Plant 1 (Cu): problems with Dominion Mill
- Plant 2 (Pb/Zn): problems with the Overland belt and crusher

•EBITDA was also adversely impacted by:

- Lower copper prices which were lower than our forecast
- Poor commercial conditions for lead and zinc

#### Uchucchacua:

- Production during the year was lower than expected mainly due to:
  - Strike at the beginning of the year (21 days)
  - Lower Ag grades than expected

•EBITDA was also adversely impacted by :

- Focus on upper zones with lower cost, but with high content of lead and zinc (Cachipampa). Postponing lower zones with high silver content for the coming quarters.
  - Finally, the higher treatment charges (poor commercial conditions) negatively impacted EBITDA.

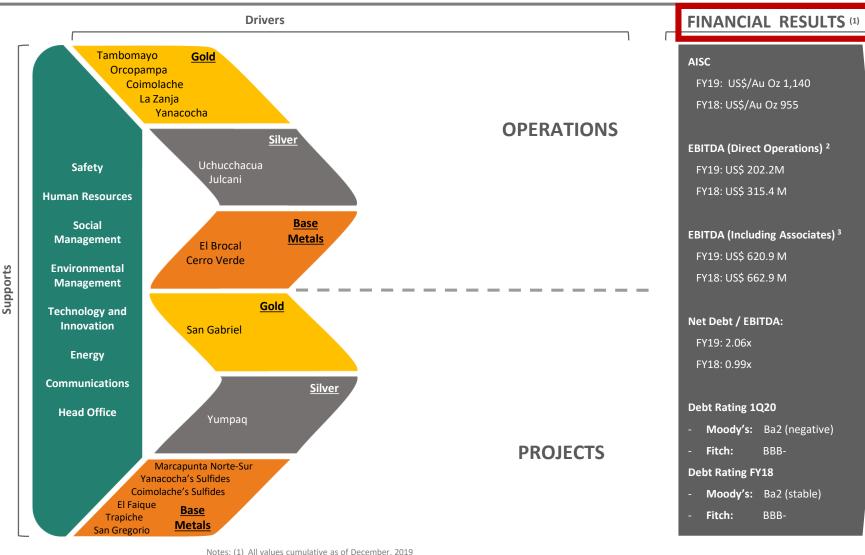
#### Orcopampa:

- Production in 2019 was lower than expected mainly due to:
  - Lack of good results through our Exploration Program.
  - However, headcount reduction since August 2019, enabled Orcopampa to achieve breakeven.



# Strategic Roadmap – 4Q19



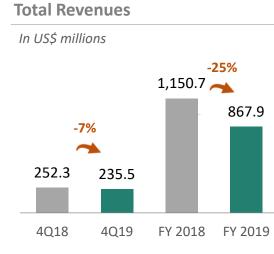


#### (2) Includes 100% of Buenaventura (Julcani, Tambomayo, Orcopampa, Uchucchacua, Projects), La Zanja, El Brocal, Huanza, Contacto, Condesa, other small business of the Group

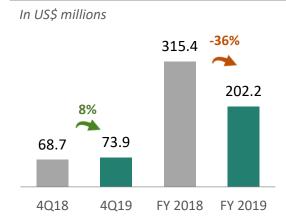
(3) Includes (2) + 40.1% of Coimolache, 19.58% of Cerro Verde and 43.65% of Yanacocha

# **Financial Highlights**



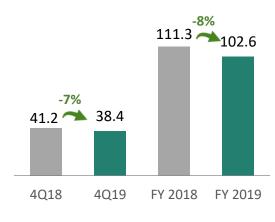


### **EBITDA Direct Operations**

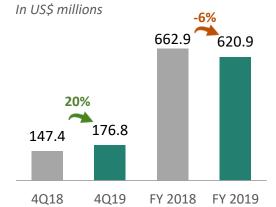


### CAPEX <sup>(1)</sup>

#### In US\$ millions

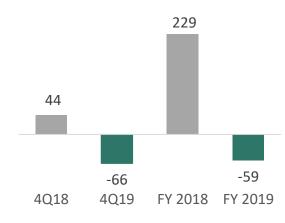


# EBITDA Including Associates



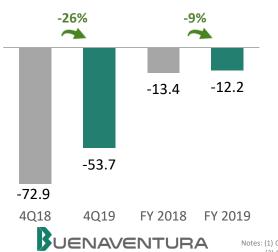
#### **Free Cash Flow**

In US\$ millions



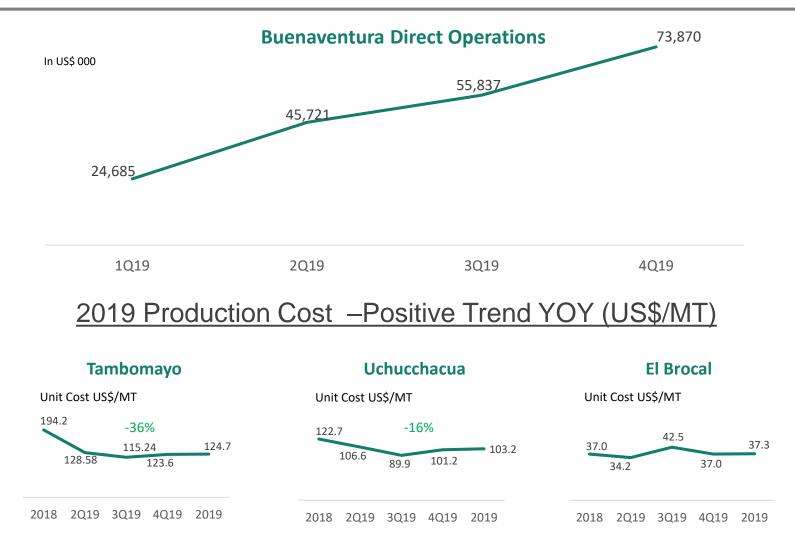
### Net Income

In US\$ millions



#### Notes: (1) Consolidated Capex includes 100% BVN, 100% La Zanja and 100% El Brocal. (2) Considers the de-bottlenecking program.

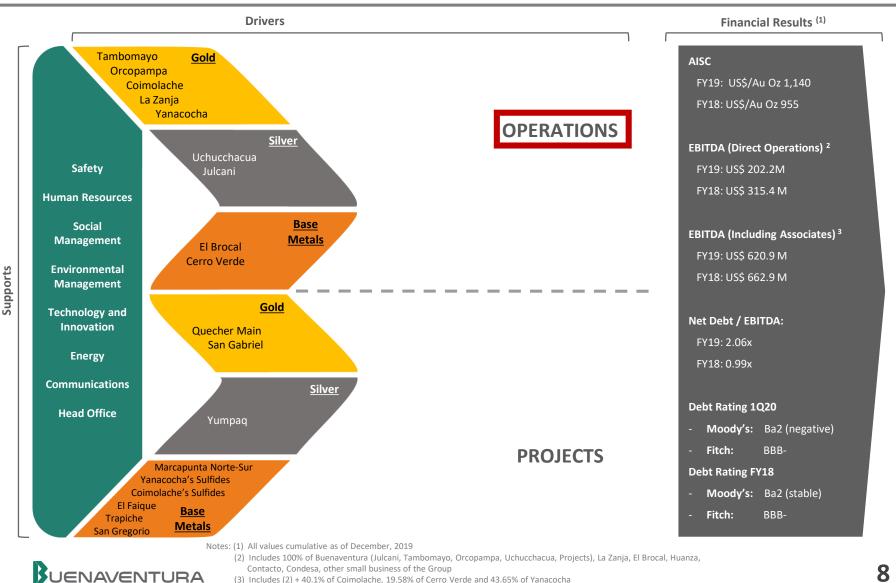
# 2019 EBITDA – Quarterly Positive Trend



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# Strategic Roadmap – 4Q19

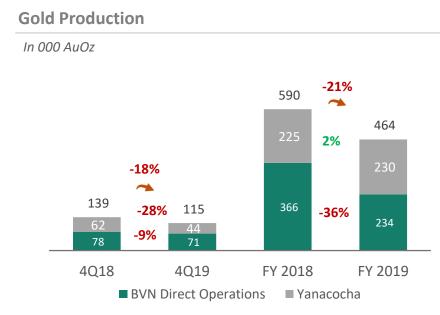




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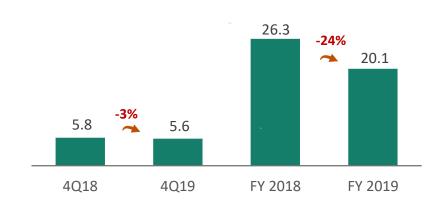
# Attributable Production (1)





#### **Silver Production**

In M AgOz



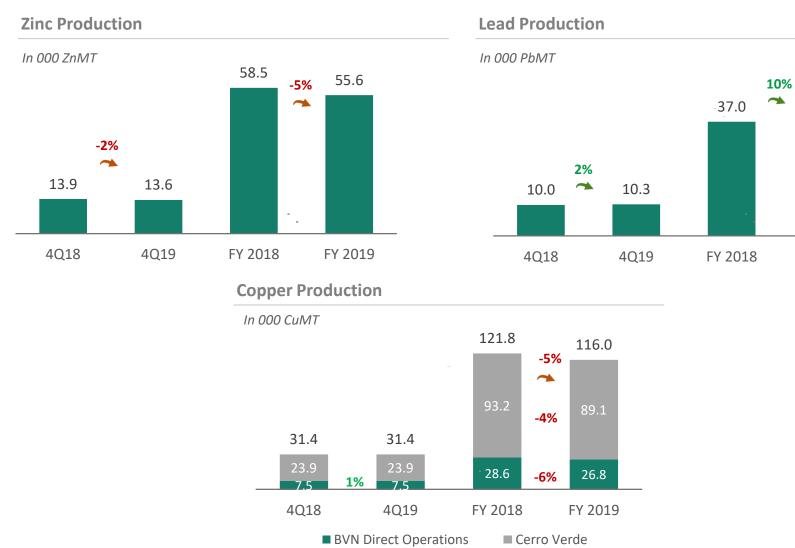


# Attributable Production (1)



40.7

FY 2019



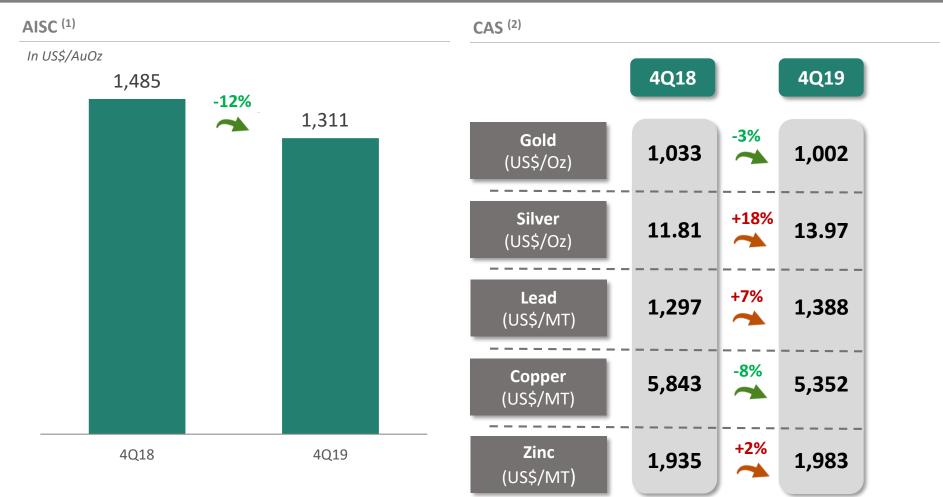
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Notes: (1) Includes 100% of Tambomayo, Orcopampa, Uchucchacua, Julcani; 61.43% of El Brocal; 53.06% of La Zanja; 40.095% of Coimolache; 43.65% of Yanacocha and 19.58% of Cerro Verde.

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# All-in Sustaining Cost and Costs Applicable to Sales





# De-Bottlenecking Program 2019

#### TAMBOMAYO

#### **EBITDA**

Name	Stage	1Q19 Actual	2Q19 Actual	3Q19 Actual	4Q19 Actual	2019 Actual
<b>1</b> Mine Design Optimization	Increase of efficiency of the ratio of mining preparations per tone + Haulage Fleet reduction	\$0.3M	\$0.8M	\$1.1M	\$1.5M	\$3.7M
2 Improvement of the Metallurgical Process	Change in the process: Cyanidation $ ightarrow$ Flotation to Flotation $ ightarrow$ Cyanidation of concentrate	\$2.5M	\$3.0M	\$3.2M	\$4.5M	\$13.2M
<b>3</b> Cost Optimization in Support Areas	Synergies between Orcopampa and Tambomayo	\$0.3M	\$0.9M	\$1.3M	\$1.0M	\$3.5M

#### **ORCOPAMP**A

<b>1</b> Mine Centralization	Reduction of equipment	\$0
2 Improvement of efficiency in exploration	Reduction of exploration galleries and emphasis in diamond drilling	\$0
<b>3</b> Cost Optimization in Support Areas	Synergies between Orcopampa and Tambomayo	\$C

\$0.6M	\$0.6M	\$0.5M	\$0.6M	\$2.3M
\$0.6M	\$0.6M	\$0.4M	\$0.5M	\$2.3M
\$0.3M	\$0.3M	\$0.3M	\$0.4M	\$1.3M

# **De-Bottlenecking Program 2019**

### UCHUCCHACUA

#### **EBITDA**

Name	Stage	1Q19 Actual	2Q19 Actual	3Q19 Actual	4Q19 Actual	2019 Actual
<b>1</b> Optimization of the ore transport system	Reduction of equipment and haulage distances	\$0.2M	\$0.8M	\$1.3M	\$1.3M	\$3.6M
2 Improvement of efficiency in exploration	Emphasis in zones close to the exploitation areas (centralization)	\$2.2M	\$1.0M	\$1.2M	\$1.2M	\$5.6M
<b>3</b> Cost Optimization in Support Areas	Optimization of services and process	\$0.5M	\$0.6M	\$0.2M	\$0.4M	\$1.7M

### **EL BROCAL**

1	Mine Design Optimization	Stope design optimization to reduce galleries per ton mined	\$	\$0.5M	\$1.0M	\$1.9M	\$1.8M	\$5.2M
2	Renegotiation of cost rates with contractors	Optimization of the use of the equipment fleet	ę	50.0M	\$0.0M	\$0.6M	\$0.4M	\$1.M
3	Increase in production due to operational improvements	Second stage in the optimization of metallurgical processes: Availability and Performance	ļ	\$0.0M	\$1.6M	\$0.0M	\$0.0M	\$1.6M

TOTAL	\$8.0M	\$11.2M	\$12.0M	\$13.6M	\$44.8M	
	Actual	Actual	Actual	Actual	Actual	
	1Q19	2Q19	3Q19	4Q19	2019	

# **De-Bottlenecking Program 2020**

### **TAMBOMAYO**

17	Name	Stage	1Q20 Budgeted	2Q20 Budgeted	3Q20 Budgeted	4Q20 Budgeted	2020 Budgeted
	<b>1</b> Mine Design Optimization	Increase of efficiency of the ratio of mining preparations per tone + Haulage Fleet reduction	\$0.4M	\$0.5M	\$0.2M	\$0.4M	\$1.5M
	2 Improvement of the Metallurgical Process	Change in the process: Cyanidation $\rightarrow$ Flotation to Flotation $\rightarrow$ Cyanidation of concentrate	\$2.3M	\$2.6M	\$3.8M	\$1.4M \$	10.1M
	Cost Optimization in Support Areas	Synergies between Orcopampa and Tambomayo	\$0.1M	\$0.5M	\$0.2M	\$0.7M	\$1.5M

### UCHUCCHACUA

1	Optimization of the ore transport system	Reduction of equipment and haulage distances	\$0.5M	\$0.6M	\$0.2M	\$0.2M	\$1.5M	
2	Reduction in mining cost and preparations	Optimize preparations ratio	\$0.0M	\$0.0M	\$2.0M	\$2.0M	\$4.0M	J

#### **EL BROCAL**

1	Pillars recovery with high Cu grade	Stope design optimization to reduce galleries per ton mined	ſ	\$3.7M	\$2.0M	\$2.2M	\$2.6M	\$10.5M
2	Renegotiation of cost rates with contractors	Optimization of the use of the equipment fleet		\$0.6M	\$0.4M	\$0.0M	\$0.0M	\$1.0M
	Increase in production due to operational improvements	Second stage in the optimization of metallurgical processes: Availability and Performance		\$0.0M	\$0.0M	\$3.0M	\$5.0M	\$8.0M
_	Cost Optimization in Support Areas	Headcount reduction and associated costs		\$0.4M	\$0.2M	\$0.4M	\$0.6M	\$1.7M
		TOTAL		\$7.9M	\$6.8M	\$12.1M	\$12.8M	\$39.7M

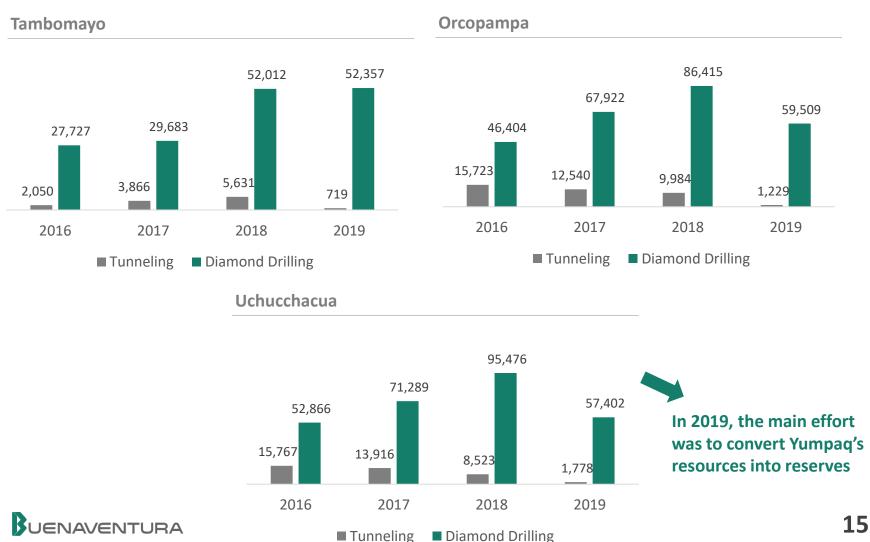
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**EBITDA** 

# Enhanced Exploration Approach

### More diamond drilling than tunneling



# **BVN's Ore Reserves**

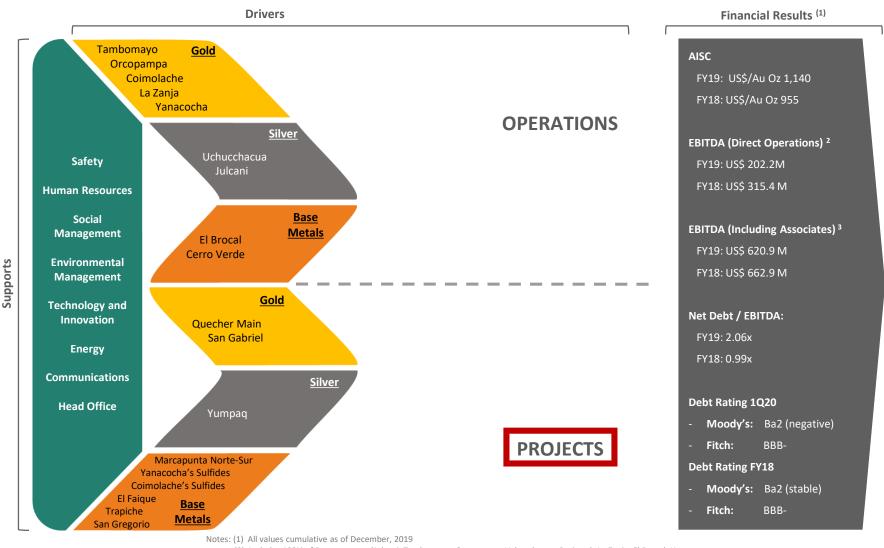
### Positive trend in terms of ore reserves



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# Strategic Roadmap – 4Q19





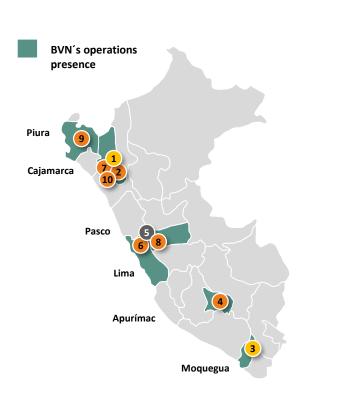


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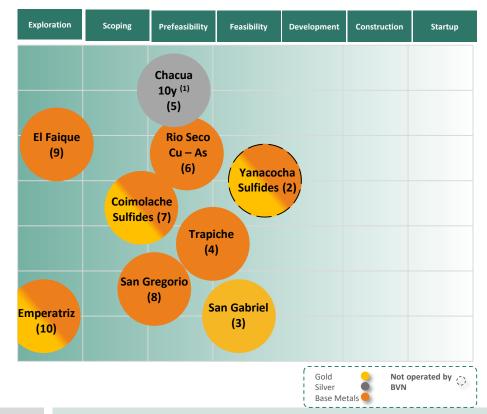
(3) Includes (2) + 40.1% of Coimolache, 19.58% of Cerro Verde and 43.65% of Yanacocha

# Pipeline of Projects – Update

### **Our Projects**



### **Development Level**



### Increase Value

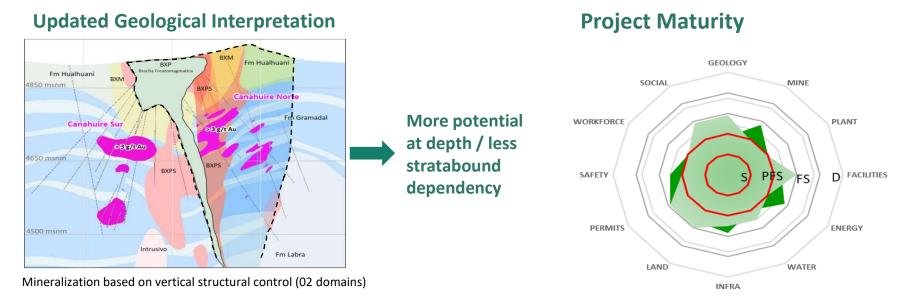
Focus on optimized capital allocation

#### Disciplined process

Focus on implementing project management best practices

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# Greenfield Projects – San Gabriel (Au)



### Highlights

- Reported ore reserves of 11.6 MT @4.68 g/t (1.7 M Oz Au).
- Started Feasibility study in parallel with permit to construct / operate.
- "Prior Consultation" permit (ILO 169 consultation process with rural communities) in process with an expected date by 2Q20.

#### **Technical Assumptions**

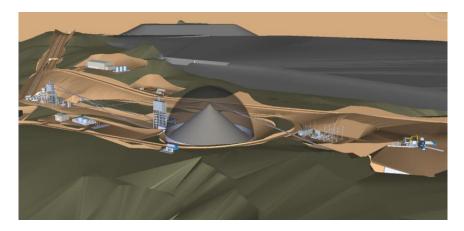
- Processing Plant: 3 ktpd (cyanidation)
- Estimated Annual Production: 120k 150k Oz Au.

#### **Financial Estimates**

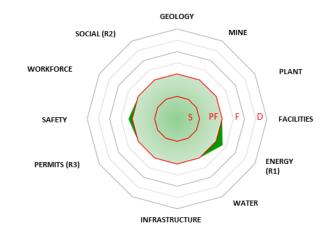
- Estimated initial CAPEX: US\$ 370 430 M.
- Estimated EBITDA: US\$ 110 150 M

# Greenfield Projects - Trapiche (Cu)

### **3D Plant View**



### **Project Maturity**



### Highlights

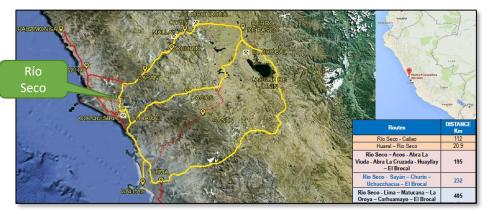
- Reported reserves of 283.2 MT @0.51% Cu (1.4 Mt Cu).
- Finished engineering drill holes and 98% of advance on on-site pilot plant to support column testing throughout 2020.
- Reached agreement with Mollebamba's Municipality for access road right-of-way.

### **Technical Assumptions**

- Processing Plant: 45-65 k tpd (heap leaching + SX-EW)
- Estimated Annual Production: 50 70 k MT Cu.

# Greenfield Projects - Rio Seco (Cu As)

### **Location Map**



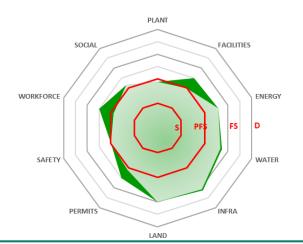
### Highlights

- Pilot plant was upgraded to perform industrial continuous testing.
- Hatch was hired to validate the metallurgical process.
- Samuels Engineering was hired for the design and the FS studies.
- EIA will be submitted in 2Q20 and is expected to be approved by 1Q21.
- Unlock value for the Cu portfolio.

### **Technical Assumptions**

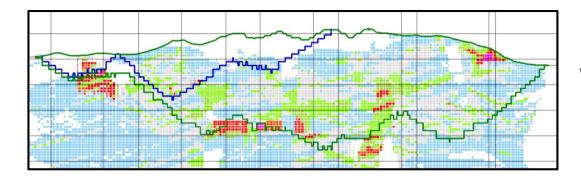
- Main source: Marcapunta Cu Concentrates
- Heap leaching at atmospheric pressure
- Copper disolved: classic technology SX-EW
- Arsenic fixed as scorodite

# **Project Maturity**

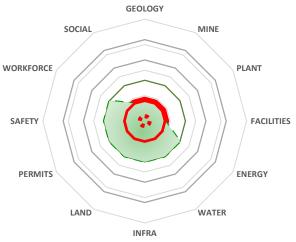


# Greenfield Projects – Tantahuatay's Sulfides 20k (Cu)

### **Long Section**



### **Project Maturity**

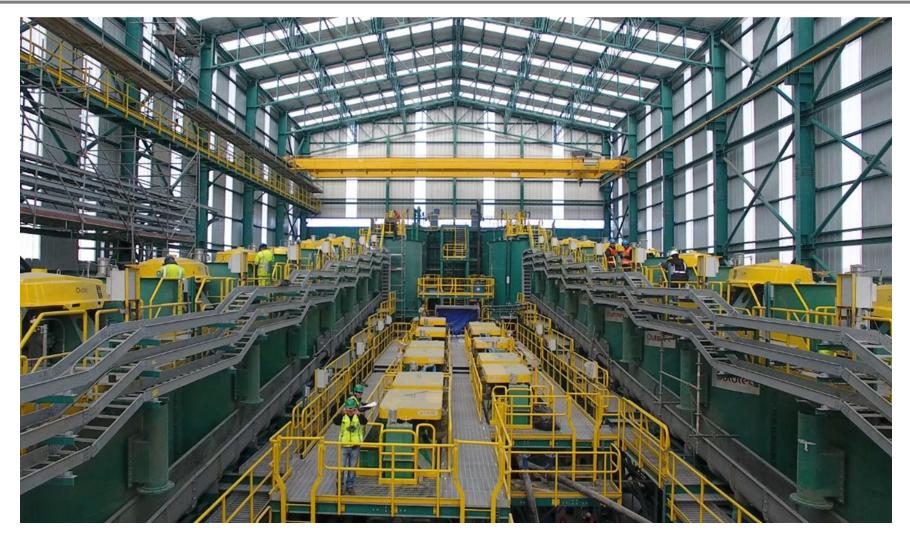


## Highlights

- Stand alone business case
- Expect to reach Pre-Feasibility stage by 1H20.
- Preparing the EIA process initial documentation.
- Started the basic engineering for the tailings dam facility.

Q&A







# Appendix

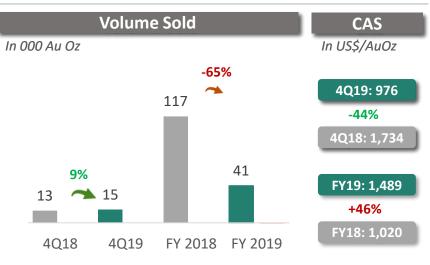




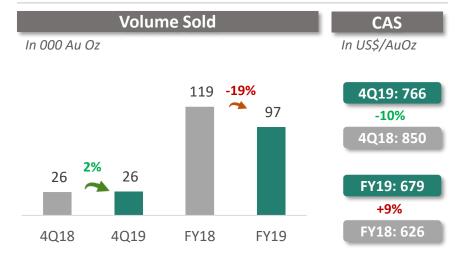
# Gold Volume Sold



#### Orcopampa at 100%



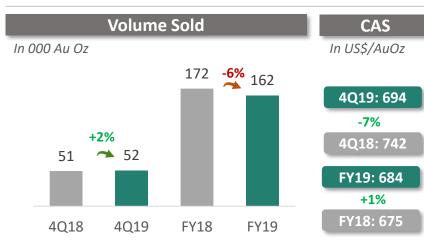
### Tambomayo at 100%



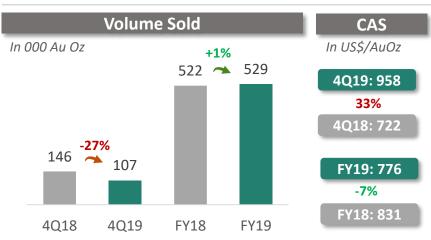
# Gold Volume Sold



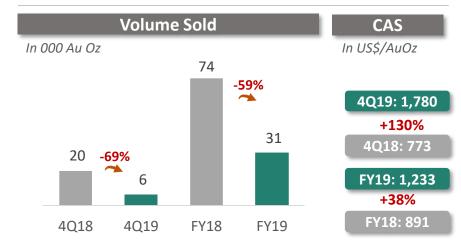
Coimolache at 100%



#### Yanacocha at 100%



La Zanja at 100%





# Silver Volume Sold



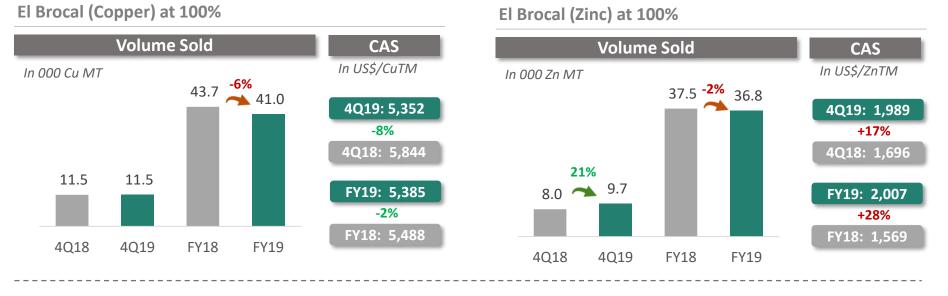
Uchucchacua at 100% Julcani at 100% **Volume Sold Volume Sold** CAS CAS In US\$ Ag/Oz In US\$ Ag/Oz In Ag Oz M In Ag Oz M 5% 2.4 ᄎ 2.5 4Q19: 13.20 4Q19:14.90 14.4 **-32%** -6% +25% 4Q18: 14.04 9.8 4Q18: 11.91 -4% 0.6 🖰 -11% 0.6 FY19: 13.49 2.9 🐋 2.6 FY19: 12.15 -10% +17% FY18: 14.98 FY18: 10.37 4Q18 FY18 4Q19 FY19 4Q18 4Q19 FY18 FY19

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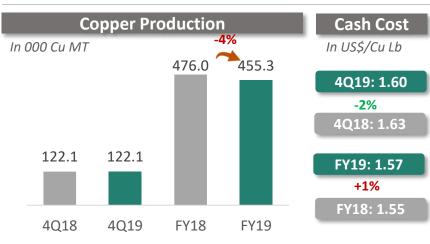
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# Copper & Zinc Volume Sold





### Cerro Verde at 100%









# Fourth Quarter 2019 Results Conference Call