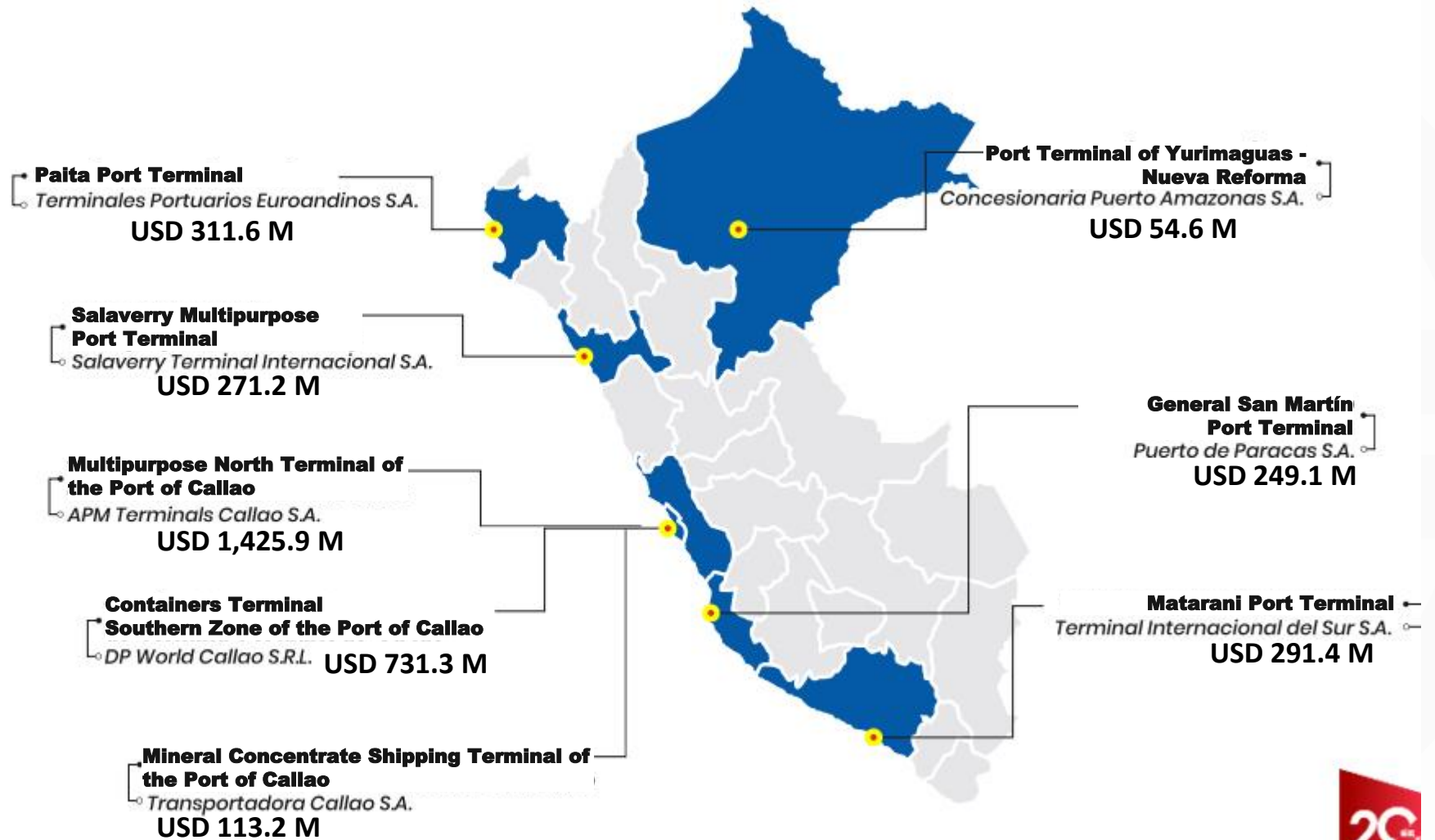




PRESENTATION OF NEW PORT INVESTMENT OPPORTUNITY

NEW PORT TERMINAL OF SAN JUAN DE MARCONA

CONCESSIONED PORT TERMINALS



Investment: USD 3,447 M



PRODUCTIVITY OF PORT TERMINALS

Evolution of cargo movement / port equipment period 2003-2022



CHARACTERISTICS OF THE TPSJM PROJECT

Location: San Juan Bay, District of Marcona, Province of Nazca, Ica Region, Peru.

Description of the Project: Design, financing, construction, operation and maintenance of a new Port Terminal in San Juan de Marcona.

Entity Owner of the Project: MTC, represented by the APN.

Modality: Public-Private Partnership

Investment: US\$ 404'849,114.30 + VAT.

Concession term: 30 years

No.	Classification	Criterion
1	Public	Because of the ownership of the PPP project.
2	Public Use	Because of the occupation and use of its works and facilities.
3	Private	Because of the ownership of its works and facilities.
3	Specialized (minerals) and multipurpose	Because of the essential activity that takes place in them.
4	Maritime	Because of its location.
5	National	Because of its scope and area.

AREA OF INFLUENCE OF THE TPSJM



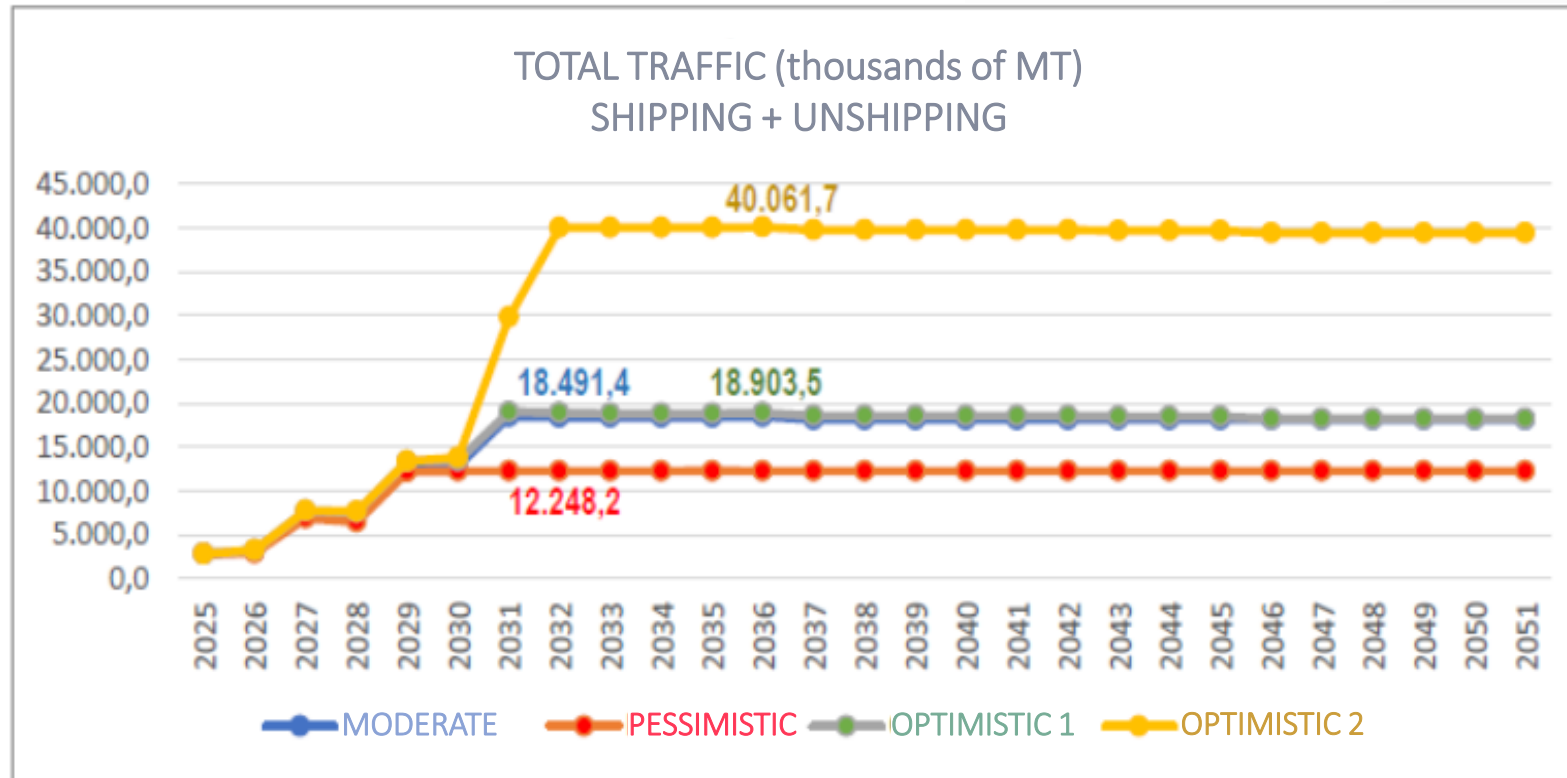
Region	Province	QUANTITY	
		Prov.	Dist.
Ica	1. Ica, 2. Palpa, 3. Nazca	3	24
Ayacucho	4. Vilcashuamán, 5. Víctor Fajardo, 6. Huancasancos, 7. Sucre, 8. Lucanas, 9. Parinachocas, 10. Páucar del Sara Sara	7	74
Arequipa	11. Caravelí, 12. Condesuyos, 13. La Unión	3	32
Apurímac	14. Chincheros, 15. Andahuaylas, 16. Aymaraes, 17. Abancay, 18. Antabamba, 19. Grau, 20. Contabamba	7	76
Cusco	21. Urubamba, 22. Anta, 23. Cusco, 24. Paruro, 25. Chumbivilcas, 26. Acomayo, 27. Calca, 28. Paucartambo, 29. Quispicanchi	9	74
Total		29	280

PROJECT DEMAND

MAXIMUM LOADS IN THE DEMAND PROJECTION

MINERAL	COMPANY	PROJECT	PESSIMISTIC SCENARIO	MODERATE	POTENTIAL DEMAND
Iron	Jinzhao	Pampa del Pongo	11,776,900	17,392,900	17,392,900
	Apurimac Ferrum	Hierro Apurímac			20,040,000
Copper, Zinc or Molybdenum	Marcobre	Mina Justa		210,800	210,800
	Shougang	Inputs	15,100	15,100	15,100
	Shouxin	Tailings operation	291,500	291,500	1,375,300
	Jinzhao	Pampa del Pongo	195,080	200,580	200,580
	Southern Copper Co	Los Chancas		587,100	587,100
	Panoro Apurimac	Antilla		97,080	97,120
	Buenaventura (Molle Verde)	Trapiche		260,300	260,300
	Hudbay	Constancia	2,500	2,500	37,500
Total MT			12,280,680	19,057,860	40,216,700

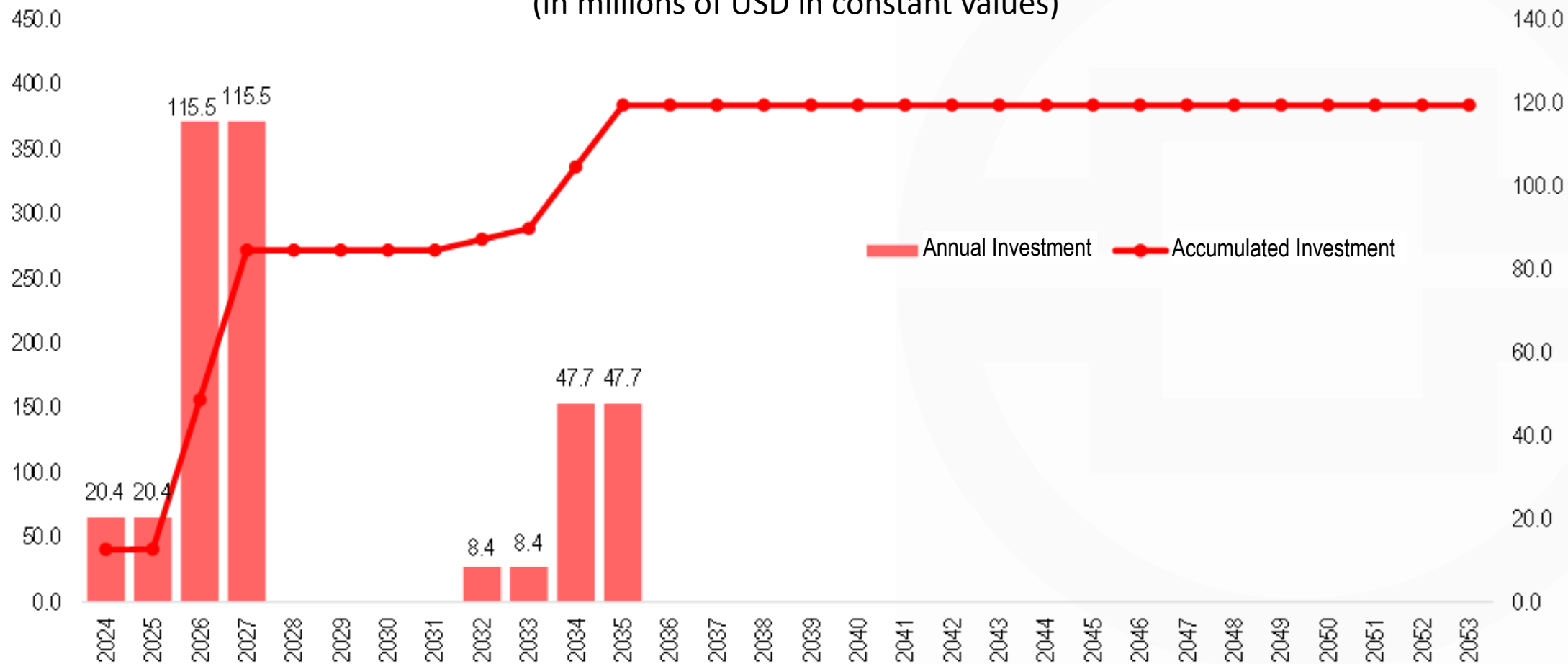
PROJECT DEMAND



1. PAMPA DE PONGO	Jinzhao Mining Perú	Fe and Cu concentrates, project cargo and hydrocarbons
2. TAILINGS OPERATION	Minera Shouxin Perú	Cu and Zn concentrates and project cargo
3. MARCONA	Shougang Hierro Perú	Project cargo
4. CONSTANCIA	Hudbay Minerals Inc.	Molybdenum (in containers)
5. MINA JUSTA	Marcobre	Concentrates, Cu cathodes and other cargoes.
6. LOS CHANCAS	Southern Copper Co.	Concentrates, Cu cathodes, hydrocarbons and other cargoes
7. ANTILLA	Panoro Apurímac	Cu cathodes, hydrocarbons and other cargoes
8. TRAPICHE	Molle Verde	Cu cathodes, hydrocarbons and other cargoes
9. HIERRO APURÍMAC	Apurímac Ferrum	Iron concentrates and hydrocarbons

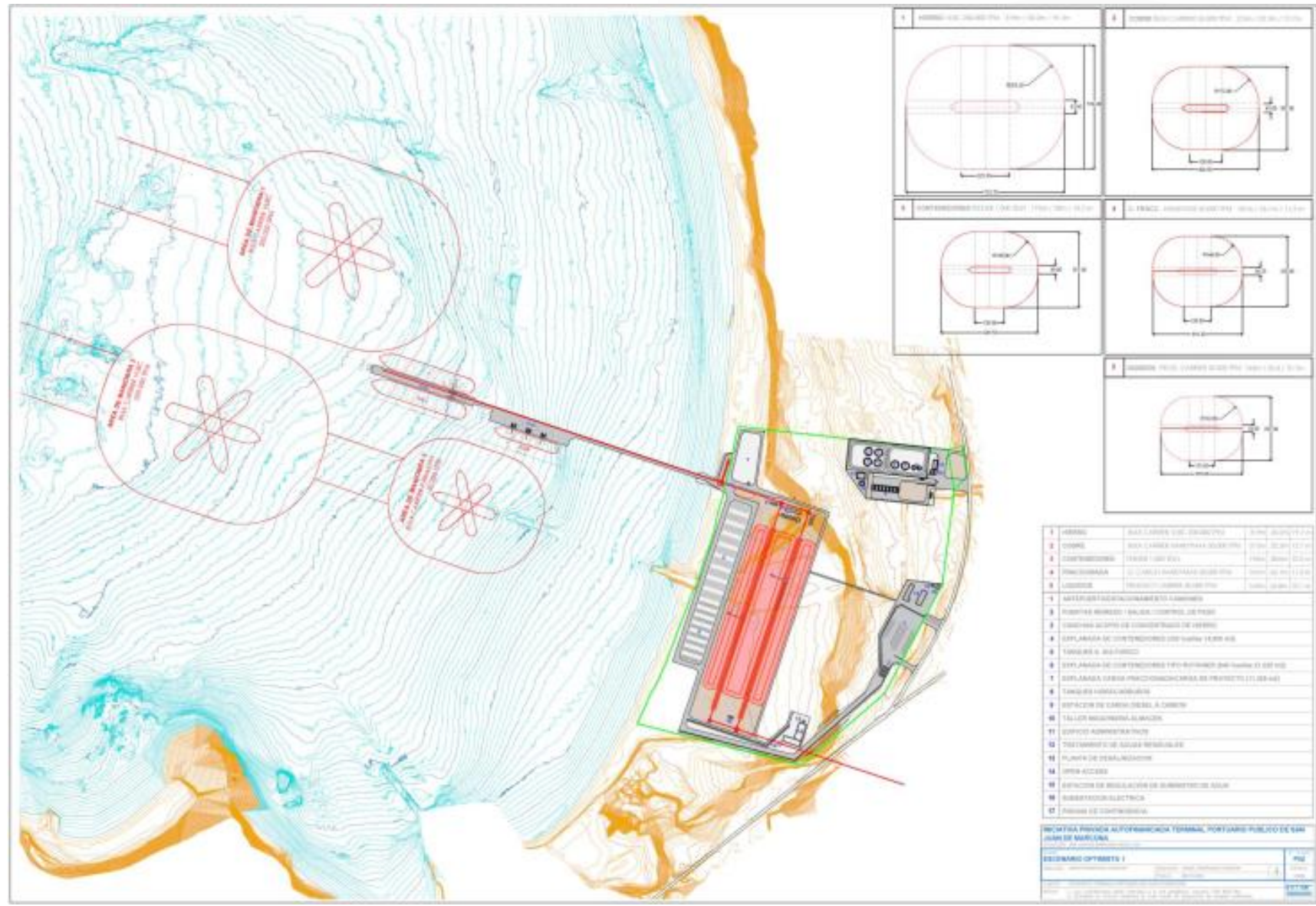
INVESTMENTS

Investments in Infrastructure and Equipment in the TPSJM
(in millions of USD in constant values)



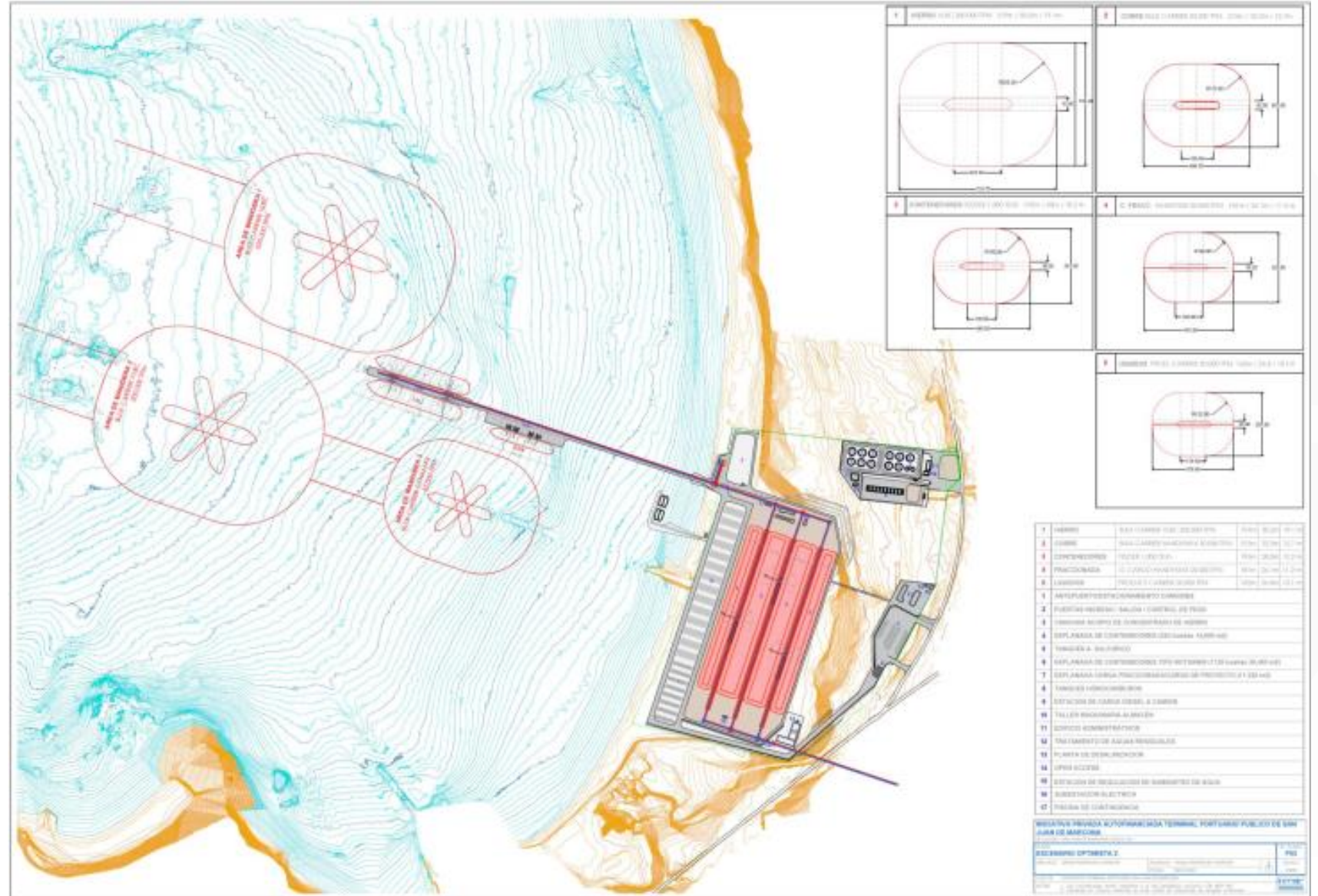
STAGE 3

USD 33.8 MM

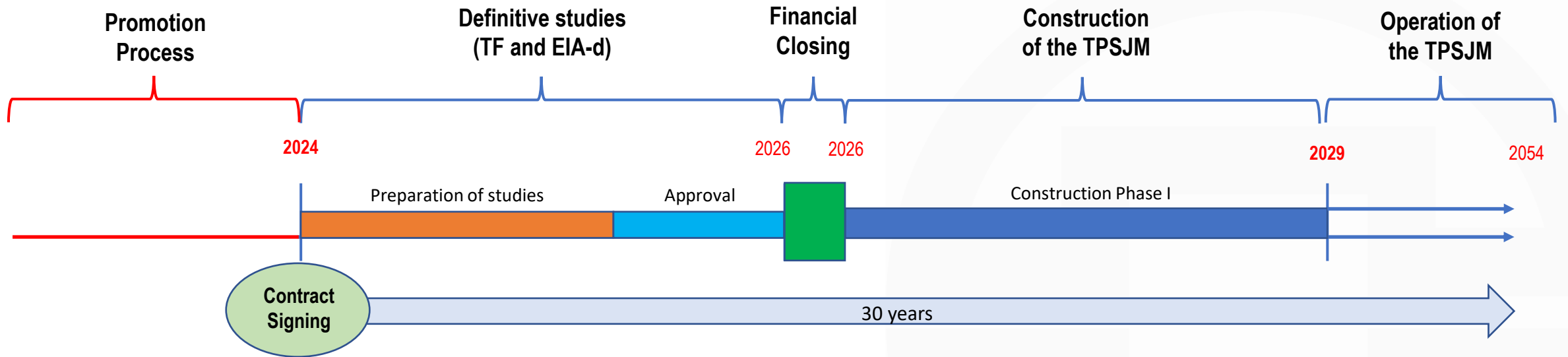


STAGE 4

USD 20.9 MM
TOTAL: USD 404.9 million

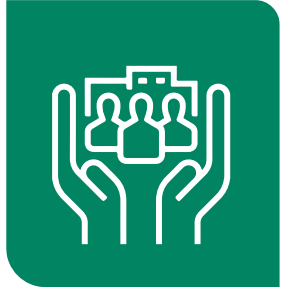


CONTRACT EXECUTION PROCESS



- 1) **Promotion Process:** Stage in which ProInversión evaluates the UP and initiates the process of awarding the project and signing the concession contract. The winning bidder becomes the "Concessionaire".
- 2) **Definitive studies:** Period in which the Concessionaire is responsible for the final design of the project, i.e., carries out the studies (Technical File and detailed Environmental Impact Assessment), and seeks the approval of these documents from the competent authorities (APN and SENACE). Usually, the concession contract proposes a maximum and total term of **23 months**.
- 3) **Financial Closing:** Once the final studies are approved, it is the obligation of the Concessionaire to look for the sources of financing for the project. These sources of financing must be accredited to the Peruvian State, to ensure that the Concessionaire has the resources for the execution of the works. Usually **6 months** is proposed for this purpose.
- 4) **Construction:** Stage in which the Concessionaire begins the execution of investments for the construction of the mandatory works, at least Phase I, including the acquisition of the corresponding equipment. OSITRAN initiates the supervision of the works, and from now on its participation is more active. The construction term proposed in the contract is **30 months**.
- 5) **Operation:** Stage in which the Concessionaire begins the period of service to the vessel and the cargo, generating its income from the established tariffs. This stage culminates in the 30th year of the concession, at which time the infrastructure is transferred to the Peruvian State.

BENEFITS OF THE PROJECT



Generation of direct jobs, for around 1,500 positions in the first five years of the concession.



Generation of 144 indirect jobs in the area of influence, for every USD 1 million invested in the TPSJM.



Implementation of a social fund equivalent to 3% of the project's revenues.



Reactivation of investment projects within the area of influence of the Port Terminal for more than USD 2,000 million.

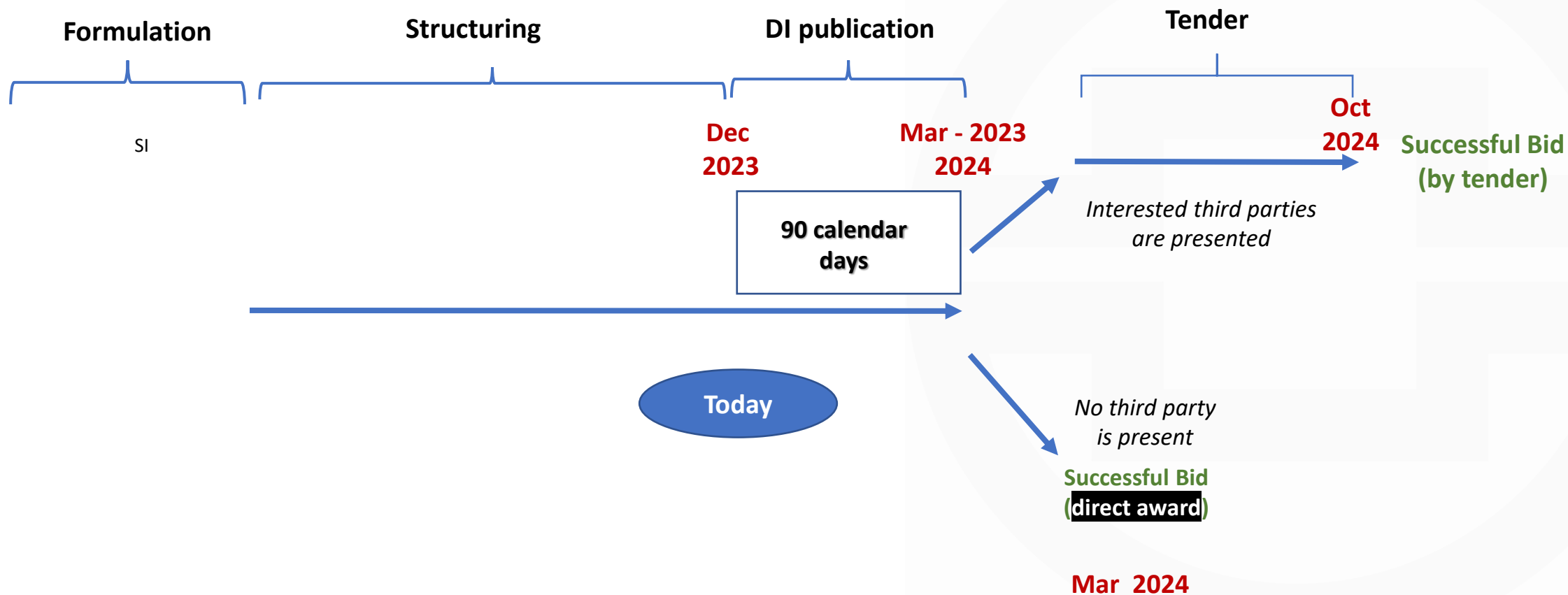


Generation of new investment projects in the area.



An increase in mining exports, a boost in the economy of southern Peru, and an increase in GDP.

PROCESS ROUTE



WWW.INVESTINPERU.PE



ProInversión Peru