



# **MINES & BUSINESS**

A WINDOW FOR OPPORTUNITIES

## **ABC of Business roundtables**



**NATIONAL MINING  
AGENCY**

## HOW ARE NMA BUSINESS ROUNDTABLES ORIGINATED?

The National Mining Agency decides to organize business roundtables given the need to have an instrument that facilitates bringing closer national supply of minerals and mining projects to national and international demand.

## WHAT ARE THE BUSINESS ROUNDTABLES?

They are commercial meetings organized by the NMA that allow interested parties to establish contacts and promote business.

The objective is to facilitate the relationship between producers with mining projects in Colombia (suppliers) and potential markets (investors or buyers) at national and international level, to identify new opportunities for commercialization of Colombian minerals or investment in projects in the country.

# WHICH IS THE METHODOLOGY OF AN NMA BUSINESS ROUNDTABLE?

Each event consists of three moments:

## ● Preparation

- Identification of potential offer and analysis of mining projects and / or owners, through:

- Validation that the project and / or owner is up to date with compliance with technical, environmental, and mining safety obligations.

- Contact with the projects and / or owners to present the initiative and find out their interest in participating in the event.

- Analysis of the potential market, identification of potential clients or investors and their invitation.

## ● Event

- **First session:** A round of presentations is carried out by projects and/or owners, under the same conditions and presentation time.

- **Second Session:** : It corresponds to a 1-to-1 meeting agenda that is scheduled at the end of the presentation session, and by request of presenters or potential clients. These are private meetings between interested parties.

## ● Follow up

- After the event, the NMA follows up with the parties and offers support if required, in accordance with the entity's competencies.

## WHO ARE THE BUSINESS ROUNDTABLES AIMED AT?

Business roundtables are aimed at national and foreign clients and investors who want to learn about the offer of mining projects in Colombia, and are interested in making investments or buying minerals.

## WHO PARTICIPATES IN THE BUSINESS ROUNDTABLES?

- **Presenters:** Natural or legal persons who have a current mining title or exploitation prerogative, who are up to date with their technical, environmental, and mining safety obligations.
- **Investors:** National or international persons or companies that wish to invest in mining projects in Colombia.
- **Buyers:** National or international persons or companies with a main interest in the purchase of minerals produced in Colombia.

# HISTORY

The ANM business rounds began in 2020 with the presentation of Colombian thermal coal offer to customers in South Korea.

Subsequently, an event focused on gold projects was held, with the participation of 5 mining projects in search of investors to advance in their respective projects.

In 2021, a new business round was held for the supply of Colombian thermal coal, given the growing interest of potential buyers from the Asian market.

## ADVANCE IN FIGURES

- 3 business round-tables
- Presentation of 15 mining projects of Colombia
- +25 1-to-1 meetings
- Participation of +150 potential investors and / or buyers
- Participation of representatives from 12 countries: Canada, the United States, Panama, Peru, Brazil, Sweden, Japan, Australia, India, South Korea, China and Vietnam.



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## EMERALD BUSINESS ROUND-TABLE

June 9th

# MINING POTENTIAL

Hydrothermal sedimentary origin of the Colombian emeralds is unique in the world

Colombia is currently the largest producer of high quality emeralds in the world, thanks to its hydrothermal sedimentary origin that provides characteristics such as brightness, transparency, color, and optimal hardness.

The exploitation of emeralds is basically concentrated in the departments of Cundinamarca and Boyacá, in the so-called Eastern and Western emerald belts.

## EMERALD MINING ACTIVITY

### PRODUCTION

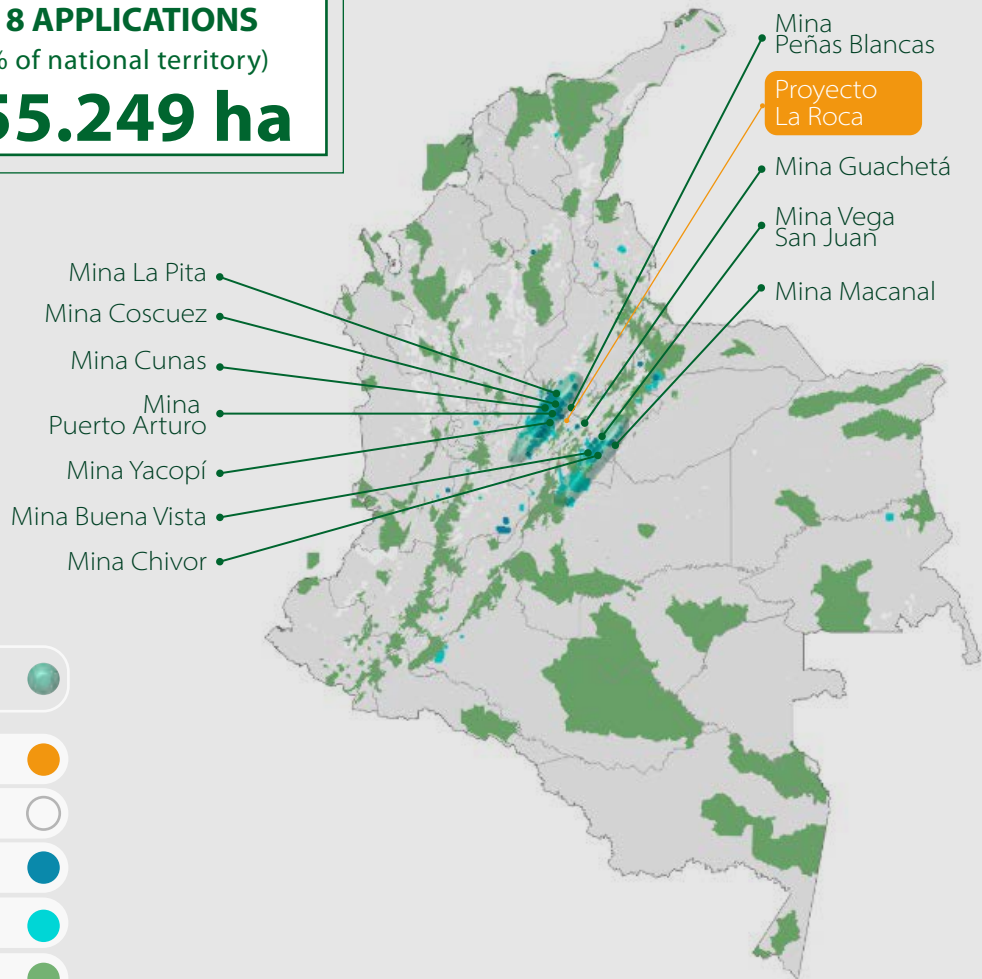
2018 (Carats)	2019 (Carats)	2020 <sup>Pr</sup> (Carats)
Raw: 1.924.523	Raw: 613.716	Raw: 1.537.368
Set: 182	Set: 3	Set: 10
Carved: 203.681	Carved: 151.885	Carved: 47.744
Others: 1.408.424	Others: 1.013.519	Others: 3.117.799

**1.093 MINING TITLES**  
(0,62% of national territory)

**708.502 ha**

**518 APPLICATIONS**  
(0,31% of national territory)

**355.249 ha**



### EAST AND WEST EMERALD BELT

MAIN PROYECTS AT EXPLORATION

MAIN PROYECTS AT EXPLOITATION

EMERALD TITLES

APPLICATIONS

EXCLUSIVE AREAS

## TECHNICAL SHEET OF THE EVENT

**Name of the event:**

EMERALD BUSINESS ROUND -TABLE

**Format:** virtual

**Date:** June 9th

**Guest countries:** International event

**First Session**

Presentations of mining projects that are seeking for investment or partnerships for potentiating their business.

**Second Session**

"One-on-one" meetings will be scheduled after the event according to participants requests.

## OBJECTIVE

Create a space to present emerald mining projects, which allows investors and buyers to know the potential and quality of emerald deposits in Colombia, as well as identify business opportunities for producers in our country.

## TARGET AUDIENCE

People and companies interested in investing in emerald projects or in acquiring this mineral from producers in Colombia.





# AGENCIA NACIONAL DE **MINERÍA**

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El futuro  
es de todos

Gobierno  
de Colombia



El futuro  
es de todos

Minenergía



NATIONAL MINING  
**AGENCY**