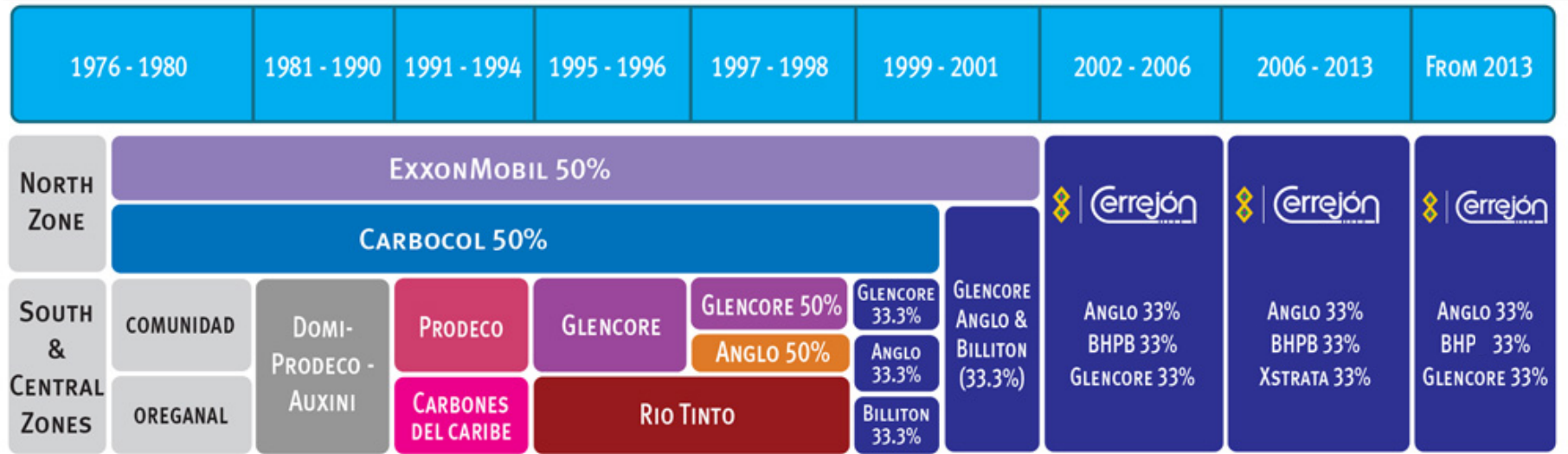


Cerrejón and CMC Presentation to Customers

Colombian National Mining Agency
Business Roundtable

March 2021

The history of Cerrejón



Integrated mine-rail-port complex



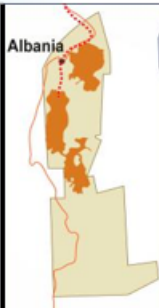
Location of Cerrejón operations



PORT
Direct Loading Port: Since 1985
Coal Loading Stations: 2 piers, 3 loaders
Average Loading Rates:
 6,000 t/h (SL#1) 4,000 t/h (SL#2)
Vessels Max. Capacity: 200,000 t
Average (2019): 105,000 t



RAILROAD
Length:
 150 km from mine to port
Duration of cycle: 13 hours
Daily Average (2019):
 5 trains (150 cars)



MINE

- **Area of Mining Contracts:**
69,000 ha (170,205 acres)
- **Intervened Area:**
15,208 ha (37,580 acres)
- Areas in Land Reclamation:**
4,317 ha (10,667 acres)
- 2019 Production:** 25.8 M mt

The mine



Location

- Narrow basin bounded by Sierra Nevada and Perijá Mountains

Coal bearing formation

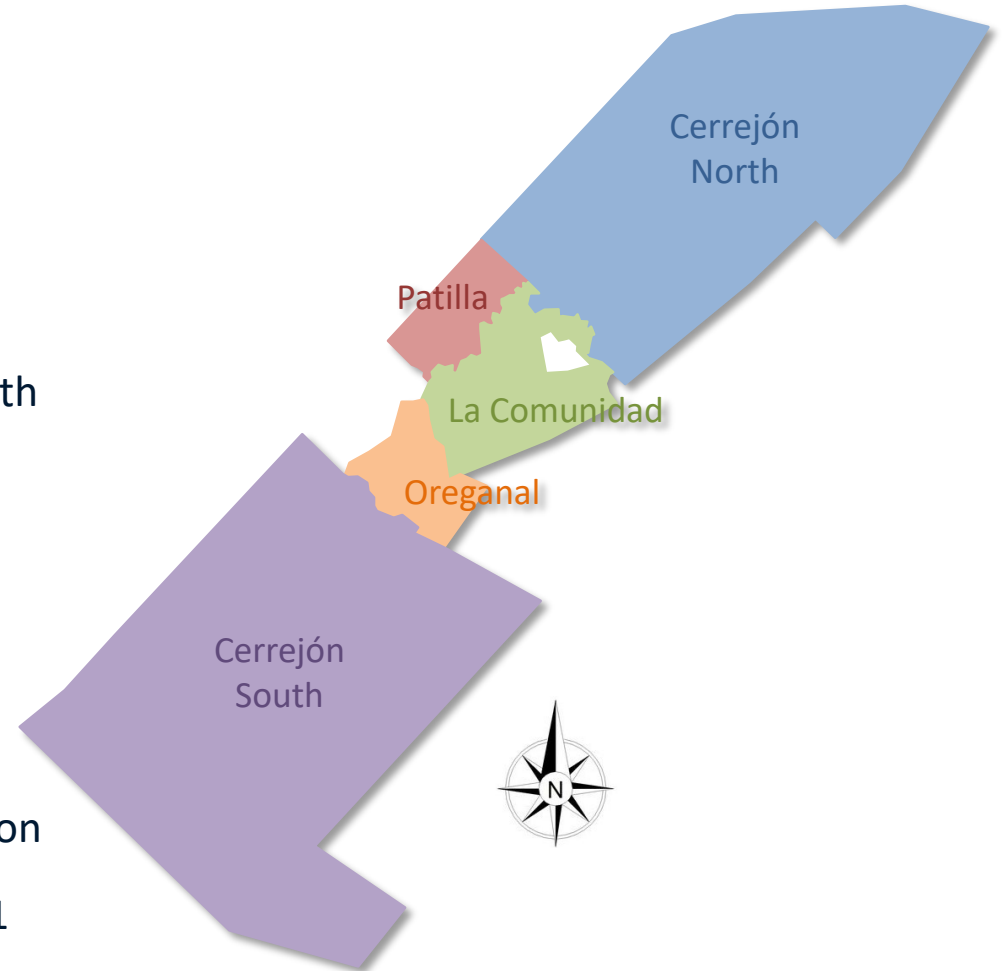
- 50 to 60 minable seams ranging from 0.6m to 8.0m thickness, with an average of around 3.4m

Structure

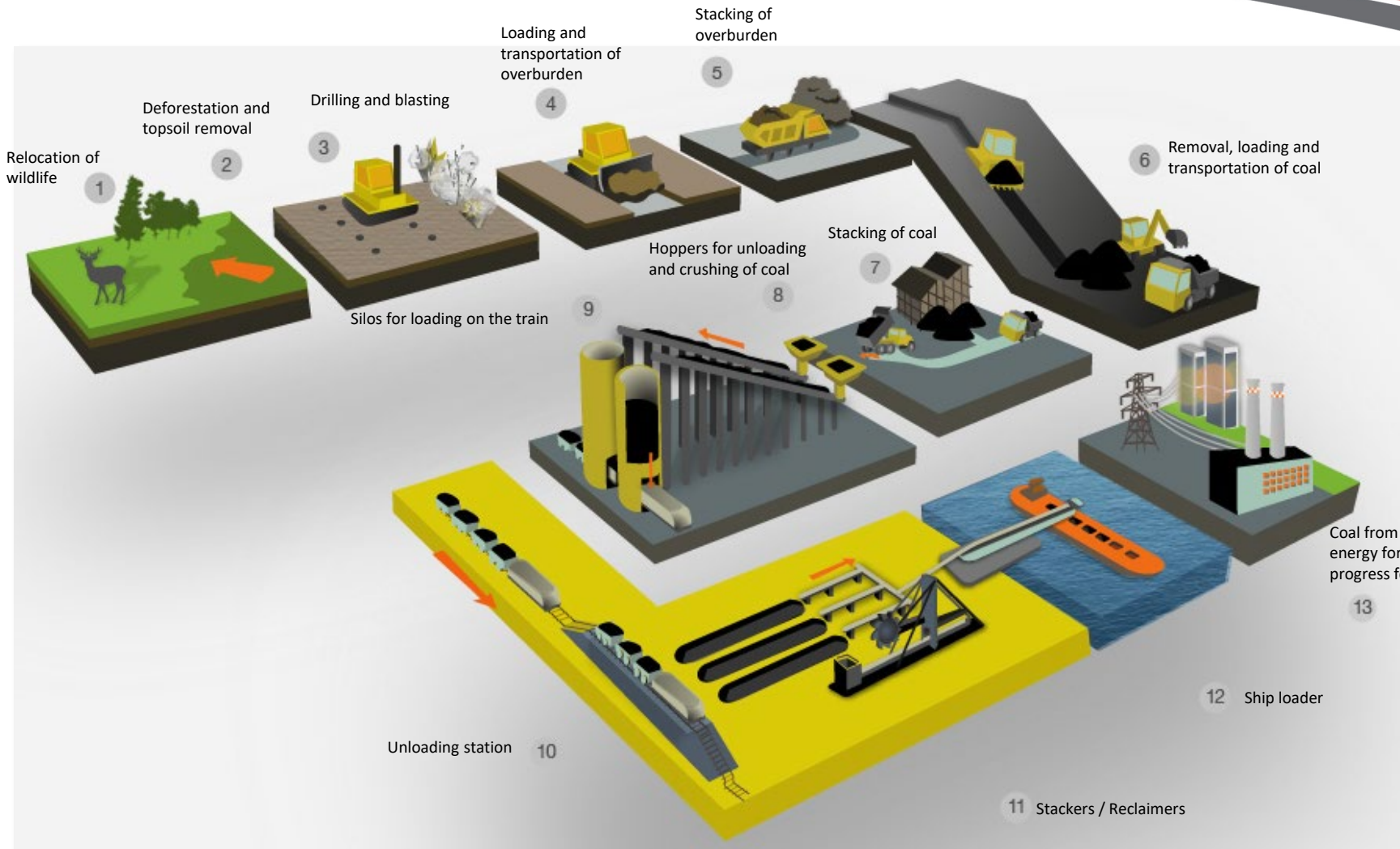
- Average dip 16°
- Reverse and normal faults

Resources

- Total resources of about 4.9 billion tonnes to a depth of 300 m
- Stripping ratio approximately 7:1



Mining and coal handling process





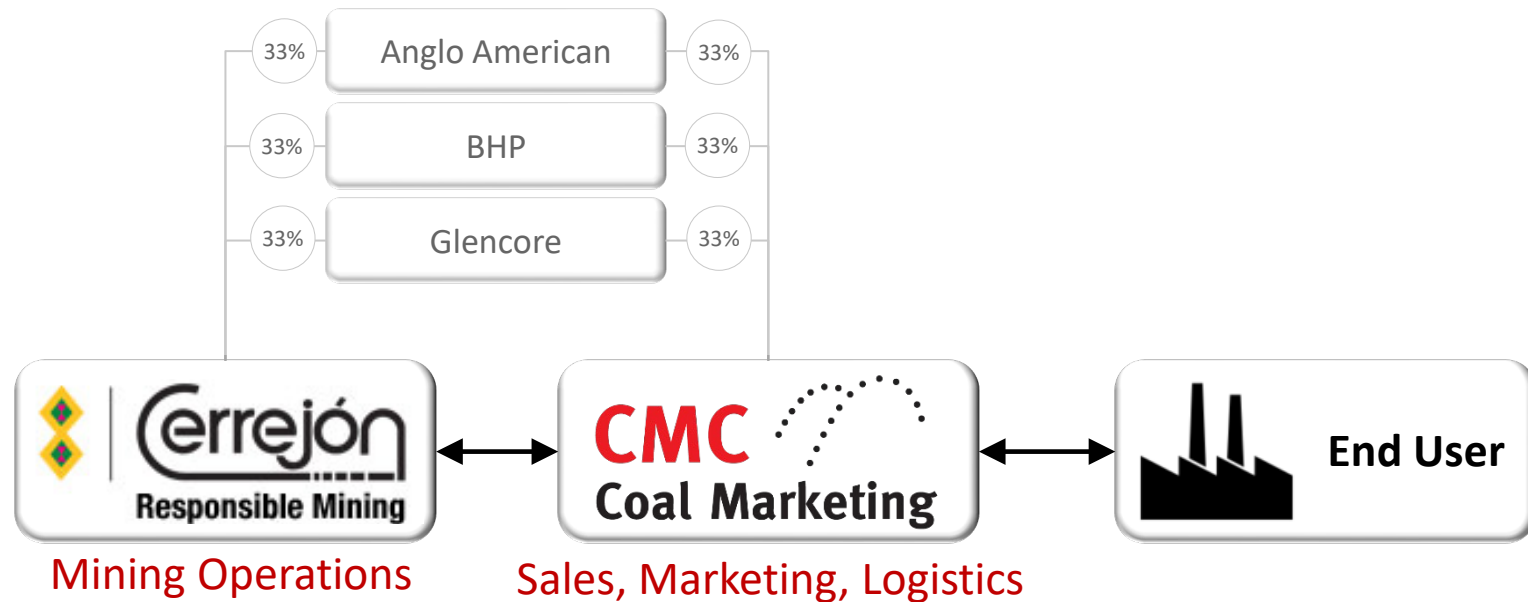
- Train Unloading Station: 7,700 mt/h
- Coal Stockpiles: 4 stockpiles – 610 kt capacity
- Three Stackers/Reclaimers:
Stacking capacity 7,900 mt/h;
Reclaiming capacity 5,500 mt/h
- Two Ship Loaders:
 - SL1: 6,000 mt/h (average); 11,000 mt/h (maximum)
 - SL2&3: 4,000 mt/h (average); 6,000 mt/h (maximum)
- Capable of loading vessels from 20kt to 180kt

- Sampling and analysis at the mining fronts helps ensure **the right coal** is sent to the silos
- Rapid laboratory analysis, conducted both at the mine (train loading at the silos), and at the port during vessel loading, allows **constant monitoring and control** of quality loaded to ensure contractual specifications are met.
- Sampling System:
 - Thermo-Ramsey mechanical coal sampling system
 - Independently operated in accordance with ISO and ASTM standards
 - Designed for a maximum ship loading rate of 11,000 mt/h
- Weight determination and final sampling and analysis certification is done by the **independent** inspection company at the port.

As received basis	Cerrejón D	Cerrejón Dm	Cerrejón E
Gross CV, Btu/lb	11,300	11,000	10,600
Gross CV, kcal/kg	6,278	6,111	5,889
Net CV, kcal/kg	5,976	5,811	5,592
Total Moisture, %	12.8	13.4	14.2
Ash, %	9	10	11.6
Volatile Matter, %	33.34	32.83	32.24
Sulphur, %	0.6	0.6	0.64
HGI	51	51	52
AFT-ID (red), °C	1,210	1,210	1,210
Sizing	0x50mm	0x50mm	0x50mm

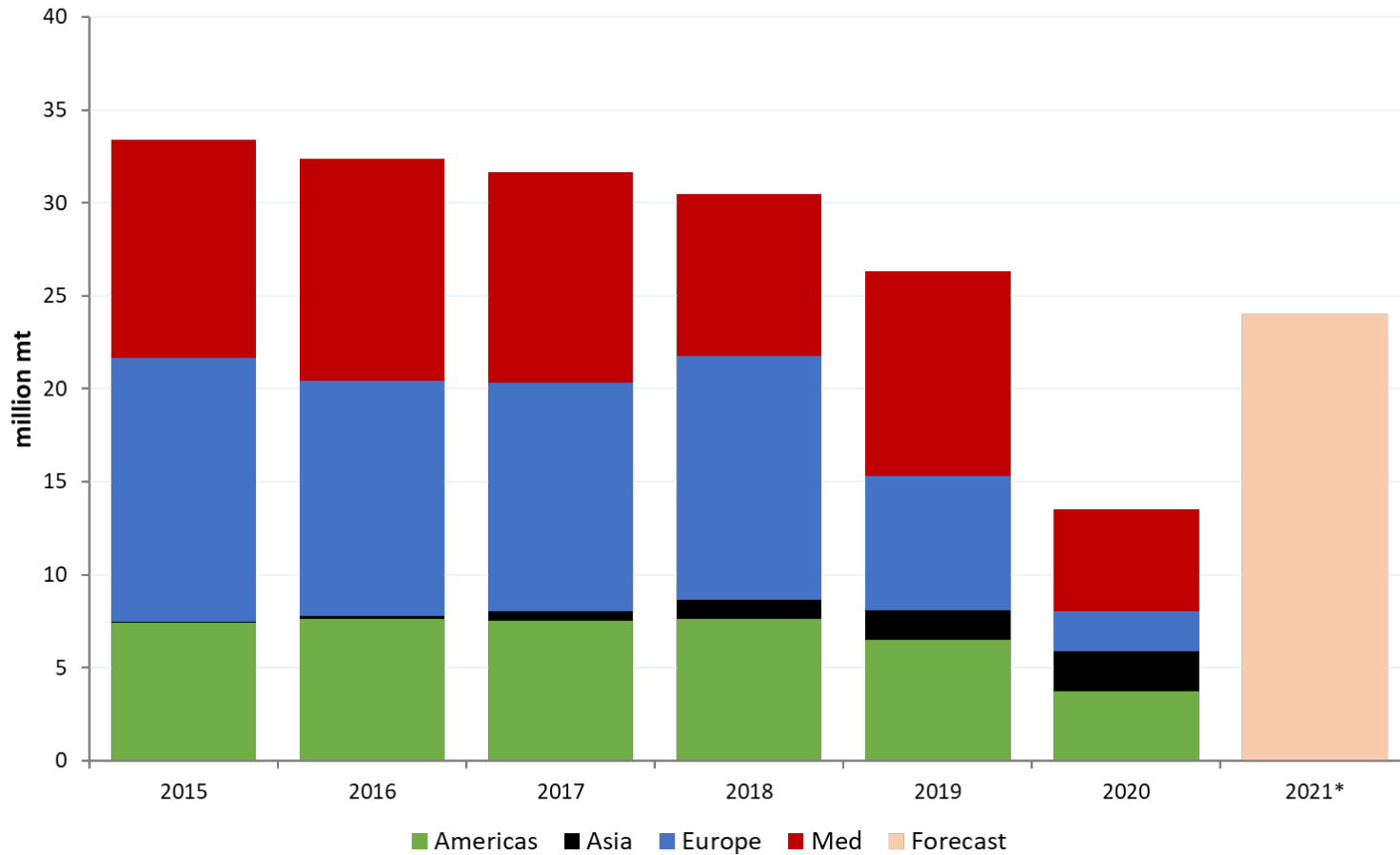
** Typical values*

- CMC is the **exclusive marketer** of steam coal from the Cerrejón mining complex in Colombia

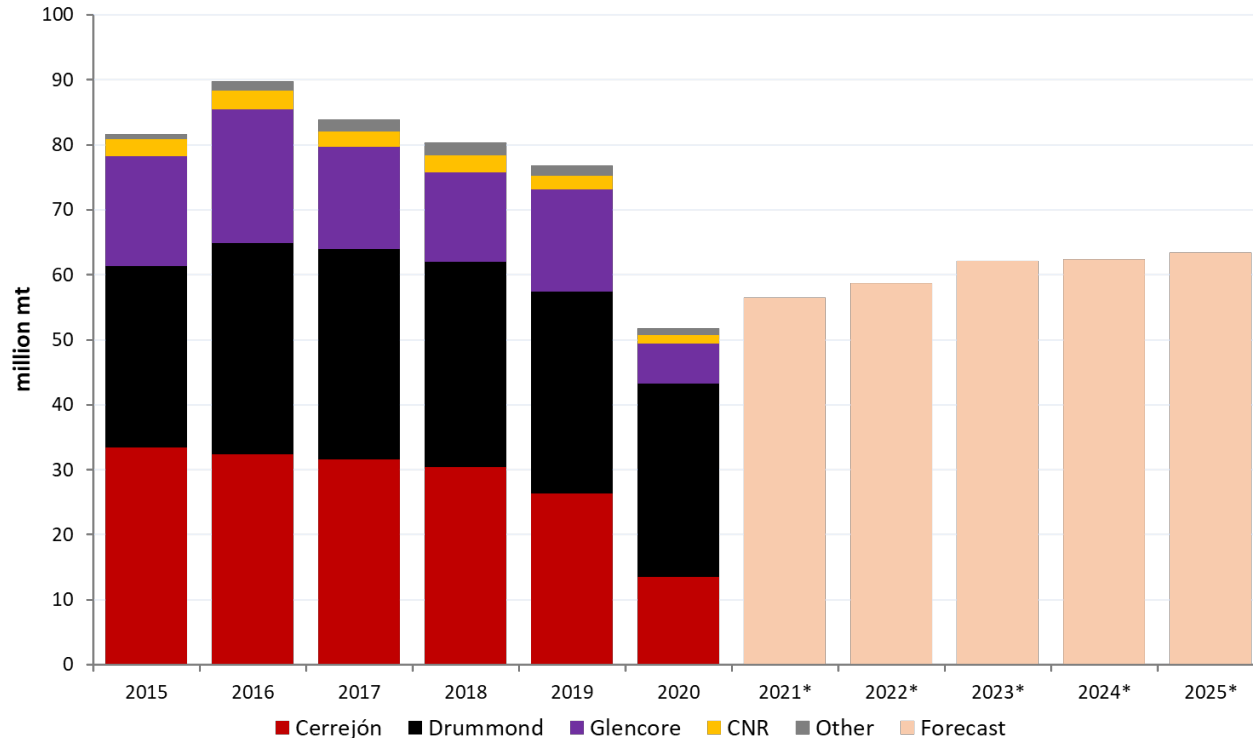


- Office in **Dublin, Ireland**

Cerrejón Exports



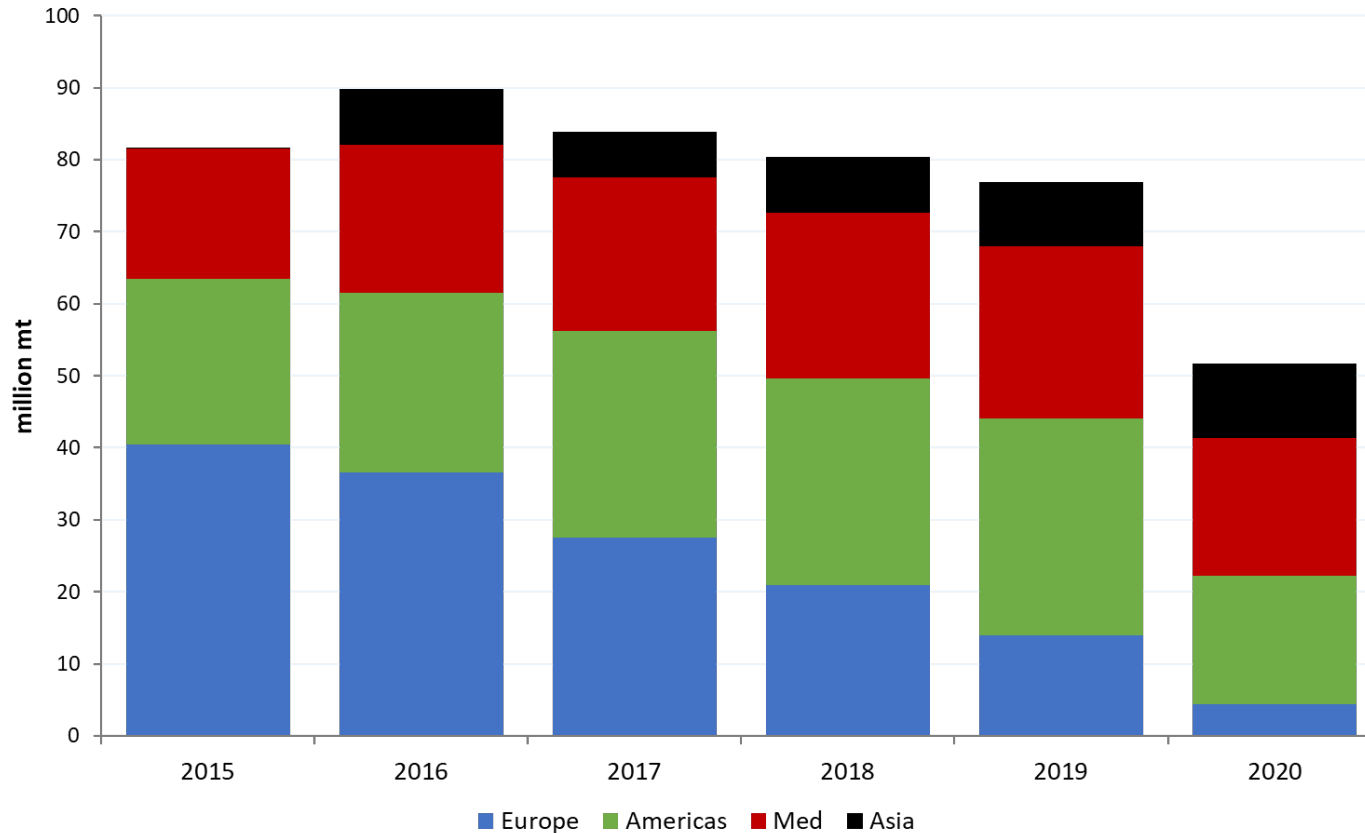
Colombian exports by producer



Source: Industry estimates

- Exports from Colombia expected to plateau just above 60 million mtpa after recovering from the drop in 2020

Colombian exports by region



- Since 2016, Colombian coal has made its way into the Pacific market on a regular basis

- Cerrejón management and shareholders alike are committed to working towards a sustainable La Guajira
- We actively seek to minimize the impact of our operations: we work with local communities on socially-inclusive projects to improve access to water, healthcare, education and livelihoods in neighbouring areas
- We follow **IFC** and **World Bank** Guidelines on Resettlements and have experts working directly with communities
- We undertake all our operational activities with respect, integrity and transparency; this principle is at the core of everything we do

- Among Colombian producers, Cerrejón is **the only company with a fully-integrated operation**, owning 100% of the mine, railway and port facilities. This provides flexibility to react promptly to customers' needs and changing schedules
- Through our history, we have managed a wide variety of contractual structures, ranging from spot to 19-year contracts, implementing diverse pricing schemes (fixed and index-linked)
- CMC and Cerrejón work together to deliver complete customer satisfaction. Through teamwork across all departments and geographical locations, we provide full and seamless customer support
- We have long-standing relationships with almost all of the main steam coal importers in Europe, the Americas and the Mediterranean, in some cases dating from the mid-80's
- In Asia, we have supplied to major companies such as the Korean GENCOs, Japanese Power Utilities, FPG, JSW, CGPL, Tata Power

- Colombian exports to Asia market are expected to become a permanent feature of the Pacific market for the foreseeable future
- With our consistently high-quality coal and fully integrated mining and transportation system (mine-railroad-port), we meet all our customers' requirements
- Due to this, we have achieved world-class results and a competitive positioning in the international steam coal market

