

MINES & BUSINESS

A WINDOW FOR OPPORTUNITIES

ABC of NMA 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.

WICH 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, three business round table have been developed:

One for the supply of Colombian thermal coal, given the growing interest of potential buyers from the Asian market. The second one for emeralds, considering that Colombia is currently the largest producer of high-quality emeralds in the world and a third business roundtable of precious metals & gems in July.


ADVANCE IN FIGURES

- ◆ 5 BUSINESS ROUND TABLES
- ◆ Minerals: gold, coal, emeralds and precious metals
- ◆ Presentation of 31 mining projects in Colombia
- ◆ +30 1 to 1 meetings
- ◆ Participation of +32 potential investors and / or buyers
- ◆ Participation of representatives from 20 countries: Canada, United States, Panama, Peru, Poland, Turkey, United Kingdom, Brazil, Sweden, Japan, Australia, India, South Korea, China, Vietnam, Chile, France, Singapore, México and Colombia.



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THERMAL COAL,
METALLURGICAL & COKE
BUSINESS ROUND TABLE

OBJECTIVE

Present the mining projects of thermal and metallurgical coal in Colombia to generate investment opportunities in mineral projects and commercialization.

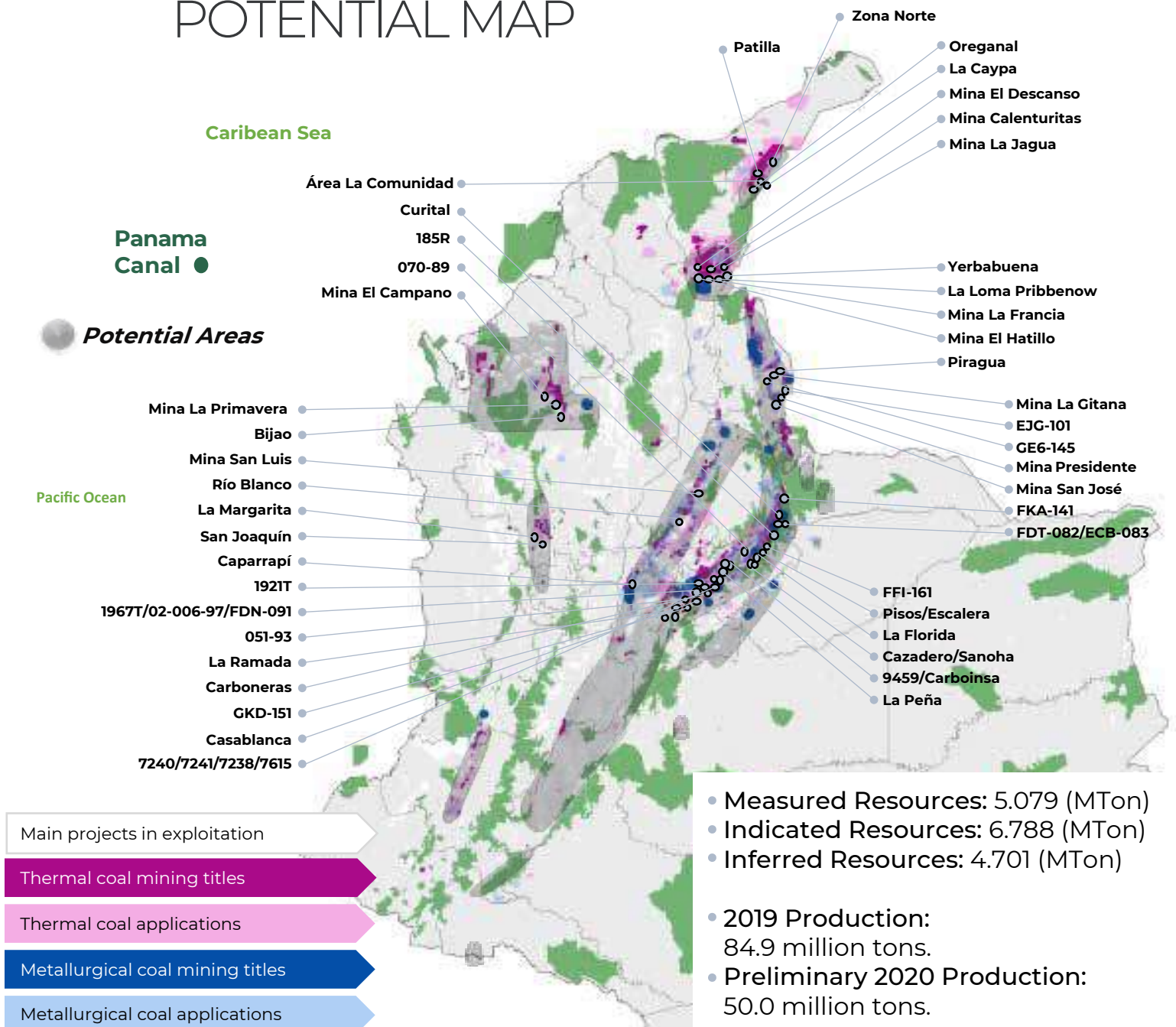
TARGET AUDIENCE

National and foreign people and companies from the coal sector and other stakeholders interested in generating contacts and business networks for the acquisition of thermal and metallurgical coal and / or investments in projects of these minerals.

THERMAL AND METALLURGICAL COAL MINING POTENTIAL

Colombia is the world's fifth largest exporter of coal with low ash content and low sulfur dioxide emissions and one of the largest coal proved reserves of anthracitic and bituminous coal in Latin America with a share of 46.6% (4,554 million tons).

COAL MINING POTENTIAL MAP



EVENT DATA SHEET

Event name: THE THERMAL COAL,
METALLURGICAL & COKE
BUSINESS ROUND TABLE

Format: virtual

Date: August 26th, 2021

International event

Session 1

This session will have two rooms, where projects will be presented simultaneously, where the participant in the business conference can access depending on their particular interest.

Room1

Offer of the mineral to potential buyers, and other stakeholders interested in the acquisition of the mineral.

Room 2

Presentation of mining projects that are interested in linking investors or accessing capital to enhance their projects.

Session 2

Meetings 1 to 1, which will be scheduled after the event, according to the requests of the participants, sending the meeting request to promocion@anm.gov.co.



NATIONAL MINING AGENCY

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promocion@anm.gov.co



El futuro
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de Colombia



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