



MINES & BUSINESS

A WINDOW FOR OPPORTUNITIES

ABC of NMA Business Roundtables



**NATIONAL MINING
AGENCY**

HOW ARE NMA BUSINESS ROUNDTABLES ORIGINATED?

The National Mining Agency (NMA) organizes business roundtables given the need to have an instrument that facilitates bringing closer minerals national supply 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 mineral commercialization opportunities and / or investment in Colombia projects.

WHICH IS THE METHODOLOGY OF NMA BUSINESS ROUNDTABLES?

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.

> Potential market analysis, 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 1-to-1 meetings that are scheduled at the end of the presentation session by request of potential clients

• 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 investing 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 and have been positioning themselves among existing and new markets worldwide. To date we have organized 16 business round tables of distinctive minerals as Coal, Gold, and other precious metals, Copper and Emeralds. This promotion strategy has become a window for opportunities to all type of mining including small and medium-size mining.

For 2022 we have planed another 8 business roundtables to keep facilitating contacts between offer and demand for them to develop future businesses in private way and for benefit of the regions and country.

PROGRESS IN NUMBERS

16 BUSINESS
ROUND TABLES

Minerals:

Coal (Thermal, Metallurgical, Anthracite and Coke) Gold, and other precious metals, Copper and Emeralds

Presentation of

64 mining projects
in Colombia

113 1 to 1
meetings

Participation of

+86 potential investors
and / or buyers

Participation of representatives from

29 Countries

Australia, Brazil, Canada, Chile, China, Colombia, South Korea, France, India, Japan, Mexico, Panama, Peru, Poland, Singapore, Sweden, Turkey, U.K, United States, Vietnam, Czechia, Switzerland, United Arab Emirates, Italy, Dominican Republic, Ecuador, Spain, Croatia and Norway.



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Within the framework of the
International MetCoke Summit Colombia 2022

the

National Mining Agency

and the

**National Federation of Coal
FENALCARBÓN**

invite to the

COAL BUSINESS ROUND TABLE

SEPTEMBER 23rd, 2022

WWW.ANM.GOV.CO



FENALCARBÓN
Federación Nacional de Productores de Carbón



PRESIDENCIA DE LA REPÚBLICA



MINISTERIO DE MINAS Y
ENERGÍA

OBJECTIVE

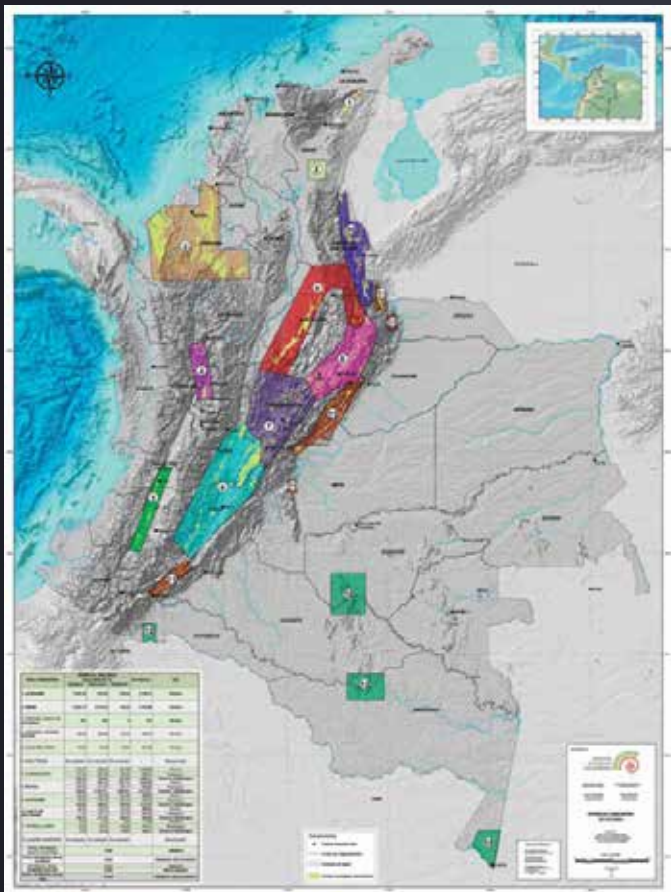
To Present Coal mining projects, which allows buyers of these minerals to know the quality, the characteristics of the offer and to identify contacts of interest for business development. On the other hand, to present to investors the quality of the deposits and the performance of the mining projects that are in search of investment for the growth of their operations

TARGET AUDIENCE

National and foreign people and companies interested in purchasing Coal as well as investors interested in developing businesses with small and medium-scale mining companies in the country.

COAL MINING POTENTIAL

Colombia is the sixth largest exporter of coal in the world with 4.45% of total exports; it is also the third largest exporter of coke with 12.6% of world exports.



1,730 MINING TITLES

169 Mining titles in exploration

169 Mining titles in construction & assembly

1,392 Mining titles in exploitation

Titles by contractual stage

1,090,572 ha
(0.96% of national territory)

1,047 MINING CONCESSION PROPOSALS
602,921 ha
(0.53% of national territory)

Source: NMA,- Anna mineria 31/07/2022

PRODUCTION

(Million tons)

2019 **85.4 Mt**
2020 **53.5 Mt**
2021^{Pr} **52.9 Mt**

ROYALTIES

(Million USD)

2019 **610.0 M**
2020 **292.2 M**
2021^{Pr} **498.7 M**

EXPORTS

(Million tons- Million USD)

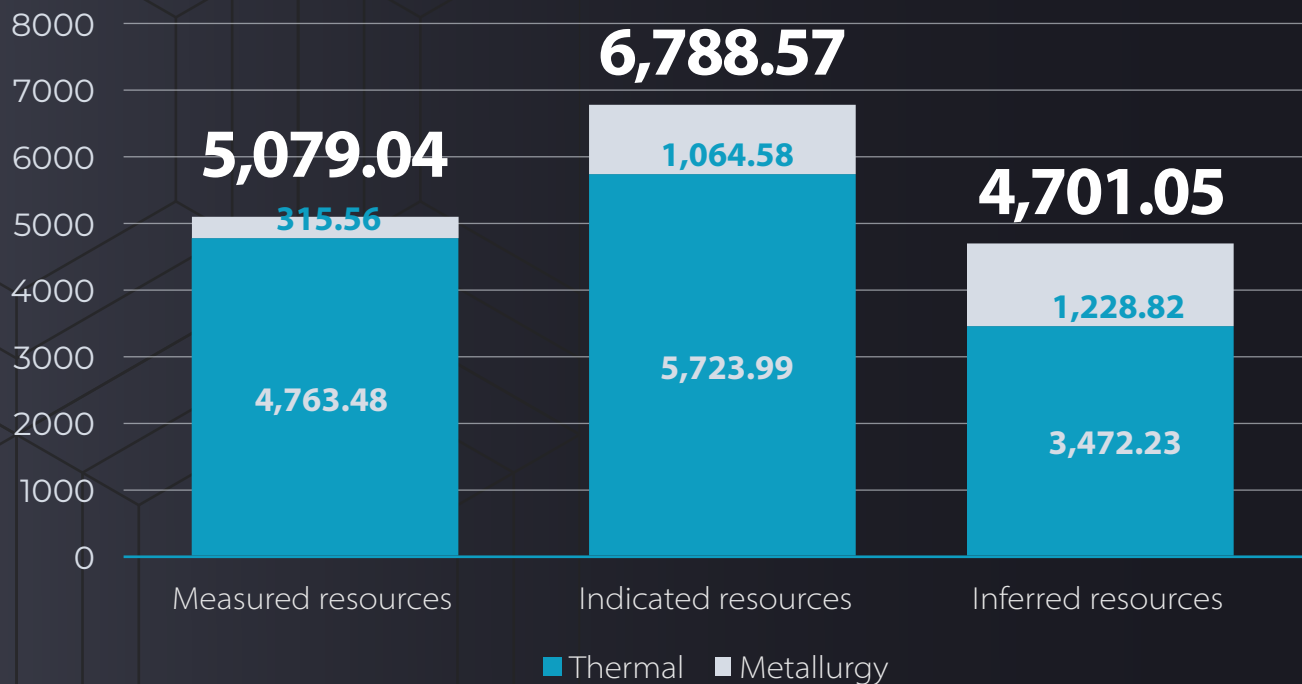
2019 **74.7 Mt - \$5,668.3 M**
2020 **71.2 Mt - \$4,165.8 M**
2021 **59.7 Mt - \$5,652.3 M**

*Source: SIMCO- UPME, NMA 31/05/2022., Bp Statistical Review of World Energy June 2022. Exchange Rate 2020: \$3,693.36; 2021: Col \$3,743.09.

*www.trademap.org/.

COAL MINERAL RESOURCES AND RESERVES

Mineral resources and reserves included in the Colombia's Coal Potential map 2016 of the Colombian Geological Survey (MTon).



- In 2021 coal accounted for 56% (USD 2,393 million) of mining GDP, 0.72% of national GDP and 82.83% of total mining royalties collected.
- In 2021, Colombian coal production represented 78.8% of LATAM production and 0.73% of world production.
- Colombia produces high quality thermal and metallurgical coal due to its high calorific value of up to 14,161 BTU/LB (one of the highest in the world), with low sulfur, ash and moisture content.

Source: NMA,- AnnA minería 31/07/2022

EVENT DATA SHEET

Event name:

COAL BUSINESS ROUND TABLE

Mode:

On site: Event Venue 'Puerta de Oro'
Barranquilla, Colombia

Live streaming: www.anm.gov.co

Date:

September 23rd, 2022

International event**•Session 1**

This session will have one room, where mining projects will be presented that are interested in linking investors or accessing capital to enhance their projects.

•Session 2

Meetings 1 to 1, which will be scheduled in person after the event, according to the requests of the participants. For virtual meetings, those interested should send a meeting request to promocion@anm.gov.co



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mineriaencolombia.anm.gov.co

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