

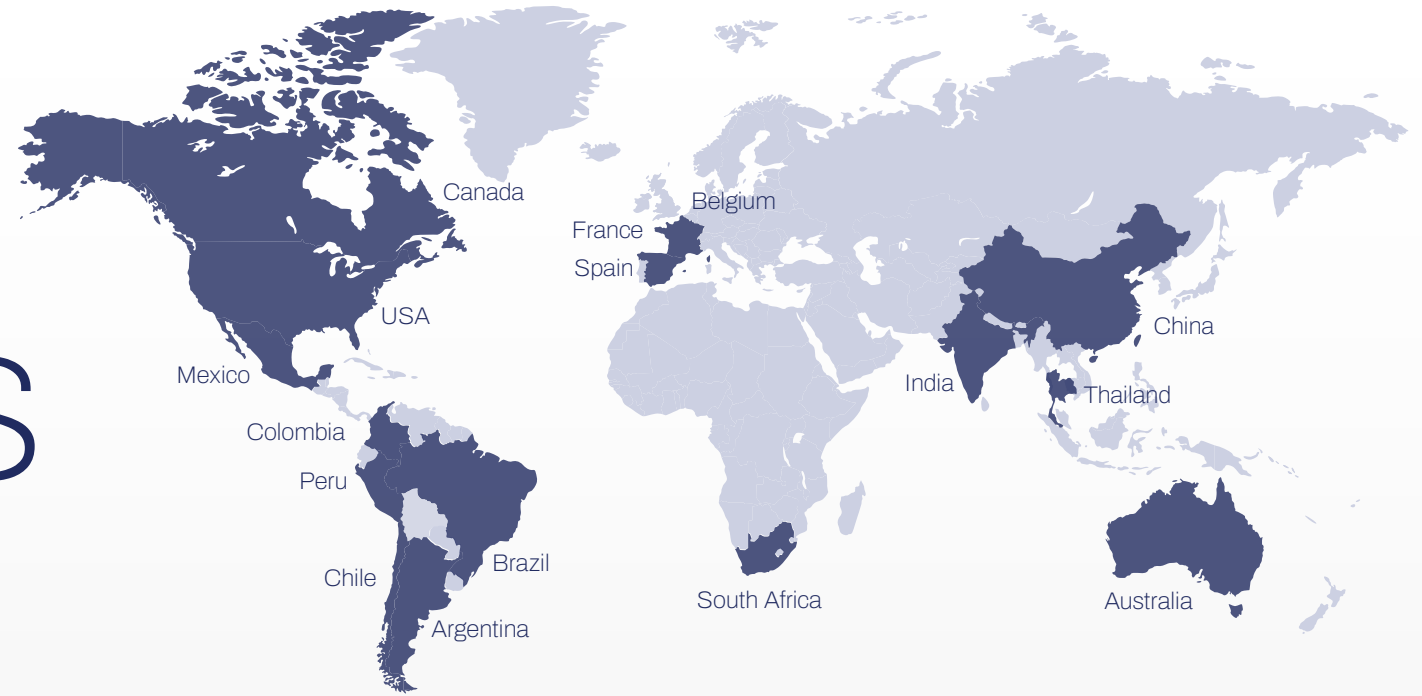
# SK

## CORPORATE PRESENTATION



# SIGDO KOPPERS

LEADERS IN PRODUCTS  
AND SERVICES FOR  
**MINING** AND INDUSTRY

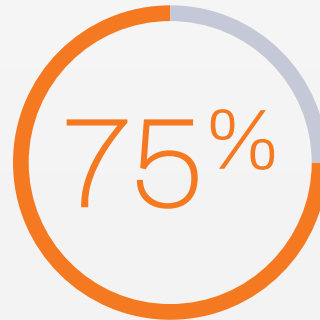


## 2024 RESULTS

► Consolidated sales MUS\$ 3.781

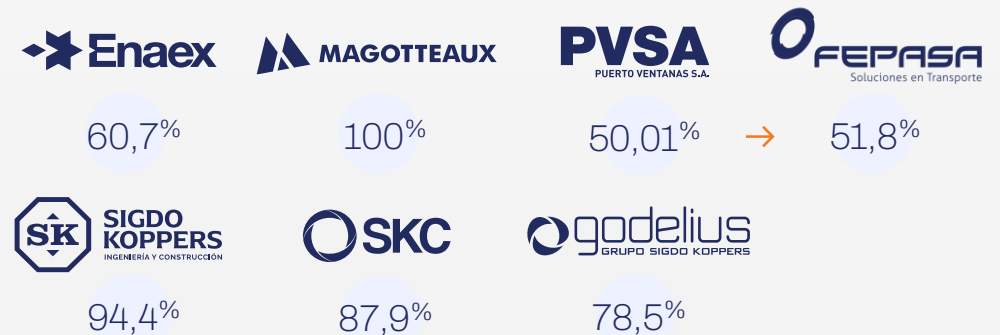
► Consolidated EBITDA MUS\$ 535 →

► Net profit MUS\$ 103



Of our consolidated  
EBITDA comes from  
our relationship with  
the **MINING**  
**ACTIVITY**

## EMPRESAS SK



# CORPORATE GOVERNANCE

Leadership with **EXTENSIVE**  
**EXPERIENCE** in the industry



**Juan Eduardo Errázuriz**  
Chairman



**Silvio Rostagno**  
Vicepresident



**María Verónica Morales**  
Independent Director



**Marcos Buchi**  
Director



**Luis Felipe Cerón**  
Director



**Victoria Vásquez**  
Director



**Patricio Leighton**  
Director



**Naoshi Matsumoto**  
Director



**Gonzalo Pavez**  
Director



17 years  
being part of



**United Nations**  
Global Compact



**CHILE DUAL**  
FUNDACIÓN EDUCACIONAL

For the tenth consecutive year,  
SK is part of DJSI Chile



**Dow Jones**  
Sustainability Indexes





Transmission  
of **values and  
culture** of the  
organization

**Corporate governance**  
policies and procedures,  
regulatory compliance and  
risk management

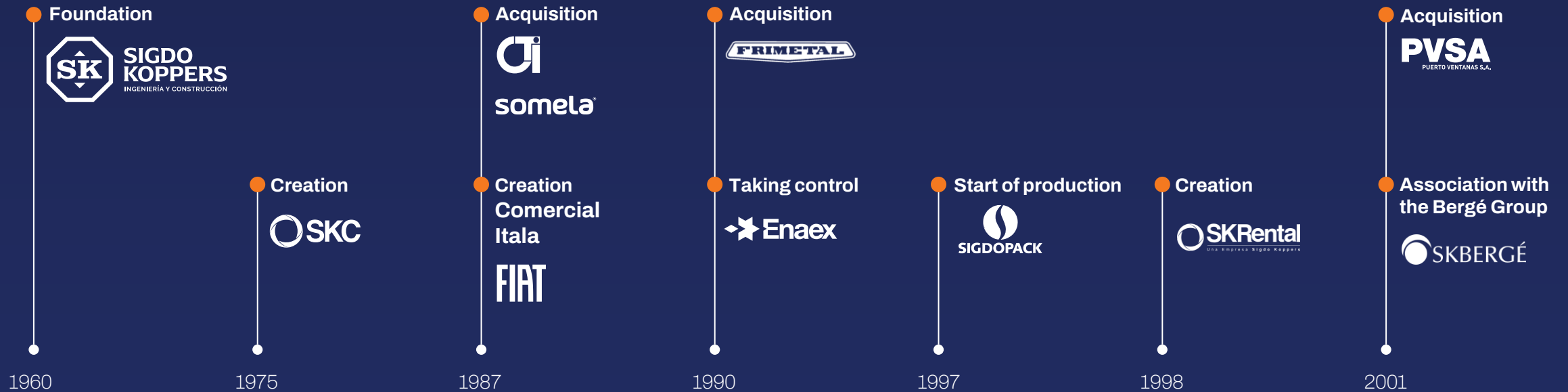


**Global** presence  
and financial  
**strength**



Strategic partner of **mining**  
and industrial clients,  
with leadership and innovation

# INTEGRATION OF NEW COMPANIES





# INTEGRATION OF NEW COMPANIES



# CHANGE OF STRATEGY

To be a comprehensive provider, leader in services and products for **mining and industry**

## GLOBAL PRESENCE

In the main mining and industrial markets of the world

## RELEVANT COMPETITIVE POSITION

Leadership of our companies in the relevant industry, with a focus on productivity through light and flexible structures, generating synergies between our companies

## LONG TERM CLIENTS

Strategic partners of large mining and industrial clients, offering them comprehensive solutions

## FINANCIAL STRENGTH

Project sustainable growth of the business, seeking to maintain a solid financial position

## PERMANENT INNOVATION

Differentiation to be better than the competition, and added value to our products and services to increase our margins

## INVESTMENTS AND DIVESTMENTS

Purchase of companies relevant to mining, and sale of companies not aligned with the new development focus

GOVERNANCE  
ECONOMIC

# SK

SK SALES MIX IN  
CHILE IN 2010

**+92%**

# INTERNATIONAL

# EXPANSION



● Magotteaux  
**Thailand**

● SKC  
**Colombia**

● Enaex  
**Peru**

● Magotteaux  
**China**

● Enaex  
Davey  
Bickford  
**France**

● Enaex  
Britanite  
**Brazil**

● SKIC  
**Brazil**

● Magotteaux  
**South Africa**

● SKIC  
**Colombia**

● Enaex  
**Africa**

● SK  
Godelius  
**Canada**

● Enaex  
**Australia**

● Astara  
**Bolivia**

● Enaex MTI  
**Australia**

● Magotteaux  
GMSA  
**South Africa**

○ Sale  
**ASTARA**  
LATAM

2012

2013

2014

2015

2016

2018

2020

2021

2022

2023

2024



# GLOBAL PRESENCE

WITH FOCUS ON **MINING**  
AND INDUSTRY

16 COUNTRIES  
▶ **Production and  
service** facilities

+30 COUNTRIES  
▶ **Commercial  
offices**

DEVELOPMENT

OPERATION

PROCESS

LOGISTICS

 [Click to see more](#)





DEVELOPMENT

OPERATION

PROCESS

LOGISTICS



Click to see more



**SIGDO  
KOPPERS**  
INGENIERÍA Y CONSTRUCCIÓN

**Comprehensive  
development and logistics**  
of large-scale projects



See more



**SIGDO  
KOPPERS**  
INGENIERÍA Y CONSTRUCCIÓN

**Execution of large-scale  
industrial assembly,  
engineering and construction  
projects since 1960**

- ▶ CHILE
- ▶ PERU
- ▶ BRAZIL

30% MS

#### SERVICES

**Industrial  
construction  
and assembly**

**EPC  
projects**

**Maintenance and  
improvement  
works**

**Crane  
centers**

#### MINING

**+30**

Crushers  
installed

**+55km**

Of conveyor  
belts installed

#### INDUSTRY

**+200**

Industrial projects  
executed

#### ENERGY

**+7,000km**

Of transmission lines

**+11,000MW**

Of renewable and  
conventional generation

**+65**

Electrical  
substations

DEVELOPMENT

OPERATION

PROCESS

LOGISTICS



More than **100 years of experience and innovation** in rock fragmentation

 [See more](#)



**Mobile machinery** for industrial and mining operation

 [See more](#)





**Comprehensive rock  
fragmentation service for  
mining and civil works  
since 1920**

#### AMMONIUM NITRATE PRODUCTION

**The largest production  
complex in the world**

#### MANUFACTURING STARTER SYSTEMS

**Electrical, electronic and  
non-electronic**

#### MANUFACTURE OF EXPLOSIVES

**High explosives,  
emulsions and cartridges**

#### MANUFACTURING OF BLASTING CONSUMABLES

**Blasbag, Blastshield and  
related equipment**

#### BLASTING SERVICE

**Operations in 9 countries**

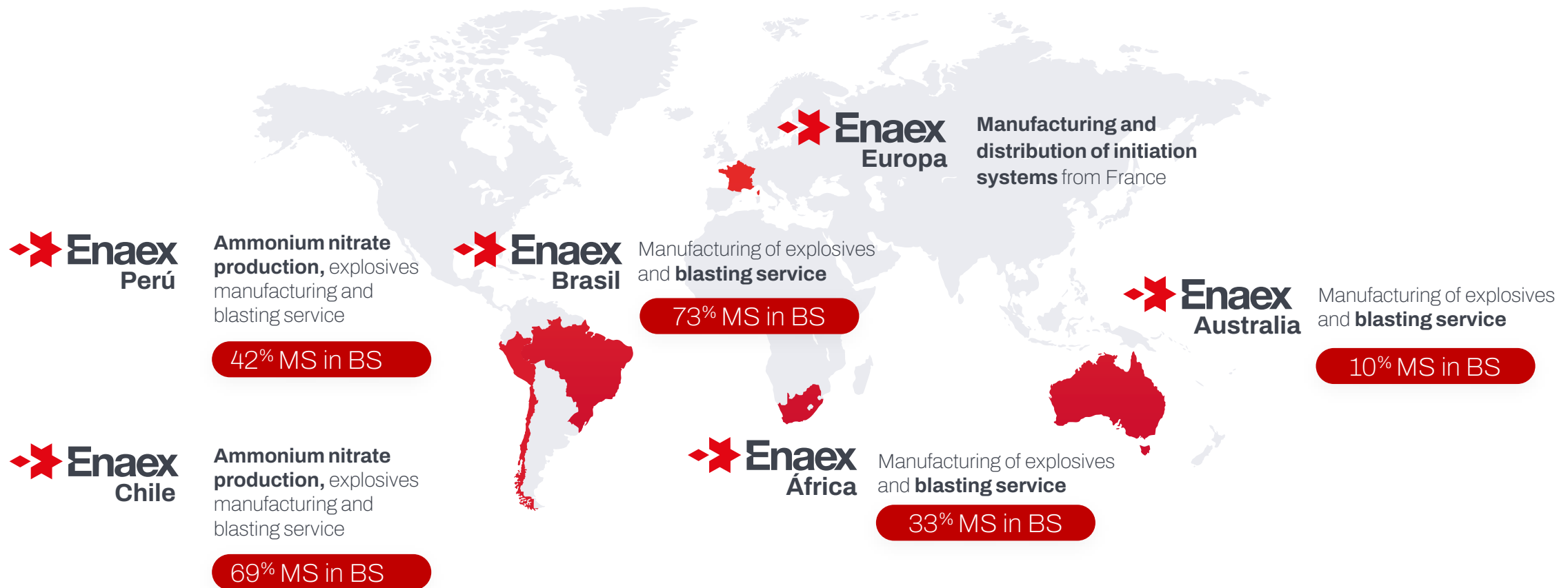
with a wide range of products

- ▶ CHILE
- ▶ ARGENTINA
- ▶ PERU
- ▶ BRAZIL
- ▶ COLOMBIA
- ▶ MEXICO
- ▶ USA
- ▶ SOUTH AFRICA
- ▶ AUSTRALIA



BS: Blasting service

MS: Market share







## Marketing and rental of machinery since 1975

### SK RENTAL

- ▶ CHILE 17% MS
- ▶ PERU 10% MS
- ▶ COLOMBIA 12% MS

### SERVICES

## Sale and rental of machinery, distribution of supplies and technical services

Commercial activity in mining, construction, agriculture, forestry and land transportation

### DISTRIBUTION

## 32 brands

Leader in distribution of industrial machinery and equipment in Chile

### RENTAL

## Leader in rental of industrial machinery and equipment in Latam



Nº1  
IN CHILE

Nº4  
IN PERU

Nº1  
IN COLOMBIA

**+US\$ 150MM** MACHINERY FLEET

### SOLUTIONS

- ▶ **Technical service** (workshops) with highly trained mechanics and latest technology
- ▶ **Spare parts**
- ▶ **Operations Monitoring Center (MOC)**
- ▶ **Sale of used equipment (Be-Market)**
- ▶ **Trainings**

DEVELOPMENT

OPERATION

PROCESS

LOGISTICS



# MAGOTTEAUX

**Maximum resistance products  
for mineral processing**



[See more](#)



**Engineering solutions in  
automation, teleoperation  
and robotization**



**Supplies with high wear  
resistance since 1976**

- ▶ CHILE
- ▶ BRAZIL
- ▶ CANADA
- ▶ USA
- ▶ SOUTH AFRICA
- ▶ THAILAND
- ▶ AUSTRALIA
- ▶ MEXICO
- ▶ FRANCE
- ▶ SPAIN
- ▶ BELGIUM
- ▶ INDIA
- ▶ CHINA
- ▶ CYPRUS

#### GRINDING MEDIA

### Grinding ball production plants

high chromium, low chromium and  
forged steel

#### CASTING

### High quality products

for mining, cement,  
aggregates, power plants,  
dredging and other industrial  
applications

#### LEADERSHIP

**N°1** Global producer of  
high chrome grinding  
balls

**N°2** Global producer of  
grinding balls

**N°1** Global producer of  
casting for the  
cement industry

**N°1** Global casting  
producer for the quarry  
industry

#### MARKET SHARE

**15%MS** In high chrome  
balls for the mining  
industry

**25%MS** In high chrome balls for  
the cement industry

**12%MS** In casting for the  
cement industry



DEVELOPMENT

OPERATION

PROCESS

LOGISTICS

# PVSA

PUERTO VENTANAS S.A.

Transfer and  
integrated logistics  
between land and sea



See more



**FEPASA**

Soluciones en Transporte



See more

# PVSA

PUERTO VENTANAS S.A.

Transfer and logistics  
since 1991

## SERVICES

**Private port for  
transfer, storage and  
transportation of  
cargo**



## TRANSFER

**Loading and  
unloading of solid  
and liquid bulk**

Annual transfer capacity up to

QUINTERO

12MM t

14,3M Draft

4 Dock  
sites

MEJILLONES

6MM t

17,9M Draft

1 Dock  
sites

## STORAGE

**Cargo reception and  
storage services**

Reception of up to

323.000 t Cellars + dome

80.000 t Ground

134 ha Available





**FEPASA**  
Soluciones en Transporte



1812

TRANSPORT

**Main multimodal  
cargo transportation  
solutions company** in  
Chile

59

Locomotives

1,800

Wagons

+6Mt

Annual  
transportation

+2,000km

Railway line between Valparaíso and Los Lagos

# MAIN FINANCIAL INDICATORS

Consolidated  
leverage 1.31x

Net financial  
leverage 0.48x

Covenant: Net  
Financial Leverage  
< 1.2x

Net financial debt /  
EBITDA 1.89x

Financial expense  
coverage 4.26x



# LASTING RELATIONSHIPS

We are strategic partners  
of our **mining and  
industrial clients**



# WE BUILD LONG-TERM RELATIONSHIPS

**~80% OF CONSOLIDATED SALES**  
WERE MADE TO FREQUENT CUSTOMERS (OVER 3 YEARS)

## MINING



## ENERGY



STATE GRID  
CORPORATION OF CHINA



Transforma  
Impulsa  
Sustenta



## INDUSTRIAL

HITACHI



ARAUCO



ENAP

## CEMENT AND AGGREGATES



HEIDELBERGCEMENT







Contribute to  
**social  
development**  
generating value

For our collaborators, clients,  
shareholders, communities,  
suppliers and business  
associations



## INTERNAL RELATIONS

17,443 Consolidated collaborators

♀ 15% of collaborators with permanent contracts are women



## COLLABORATORS

 12K Trained collaborators

**US\$3 million invested**  
in training SK collaborators

## LONG TERM RELATIONSHIPS

100% Suppliers with **code of ethics and conduct**



100% of SK companies have a **supplier registration and evaluation system**

## SOCIAL DEVELOPMENT

We support

6,900

Students

359

Teachers

139

Professional  
technical high  
schools in the  
country



100%

Of our companies have a **community development strategy and program**

US\$3,4 MM

Investment in **community programs**

Risk  
**management**  
and **control** of  
environmental  
impacts



## SOLID WASTE



Was  
recycled



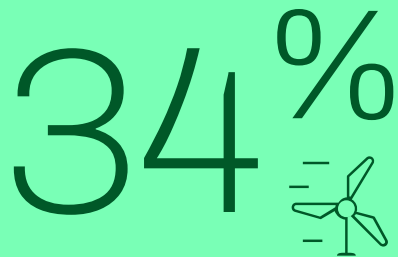
## IMPACT CONTROL

US\$ 12 MM



**Investment in  
environmental  
management**  
and regulatory compliance

## ENERGY AND MANAGEMENT



**Renewable  
energy mix**  
in the SK energy matrix



**Wastewater**  
generated by SK was  
**recycled**



100%

SK companies that measure  
footprint of **CO<sub>2</sub> with  
scope 1, 2 and 3**

Lead the  
**technological  
revolution**

in the scope of our  
services



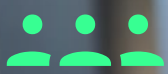








INNOVATION  
AT THE HEART  
OF OUR  
BUSINESS

  
**+124**

**Dedicated people**  
in innovation programs

**US\$ 22 MM**

**R&D investment in 2024**





# SK

## CORPORATE PRESENTATION

