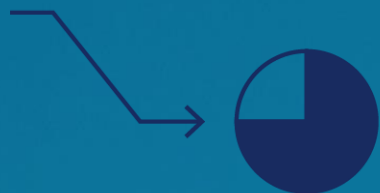


An aerial night photograph of a massive open-pit mine. The mine's terraced levels are illuminated by numerous bright lights, creating a stark contrast against the dark, shadowed slopes. The overall scene is bathed in a deep blue light, with the ground appearing as a complex network of paths and levels. The letters 'SK' are prominently displayed in the center of the image.

**SK**

# SIGDO KOPPERS LEADERS IN PRODUCT & SERVICES FOR MINING AND INDUSTRY

with presence in the main stages  
of the mining value chain.



Close to 75% of our Consolidated EBITDA comes from our relationship with mining activity.

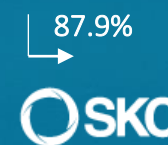
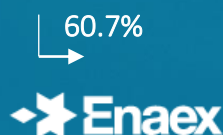
## 2023 RESULTS

CONSOLIDATED SALES	MUS\$	4,006
CONSOLIDATED EBITDA	MUS\$	543
NET PROFIT	MUS\$	116



# SK

SIGDO KOPPERS S.A.



CORPORATE GOVERNANCE

# LEADERSHIP WITH EXTENSIVE EXPERIENCE IN THE INDUSTRY

Silvio Rostagno Hayes  
INDEPENDIENT  
DIRECTOR



Juan Eduardo  
Errázuriz Ossa  
PRESIDENT



Naoshi Matsumoto  
Takahashi  
VICEPRESIDENT



Luis Felipe  
Cerón Cerón  
DIRECTOR



Norman Hansen  
Fernández  
DIRECTOR

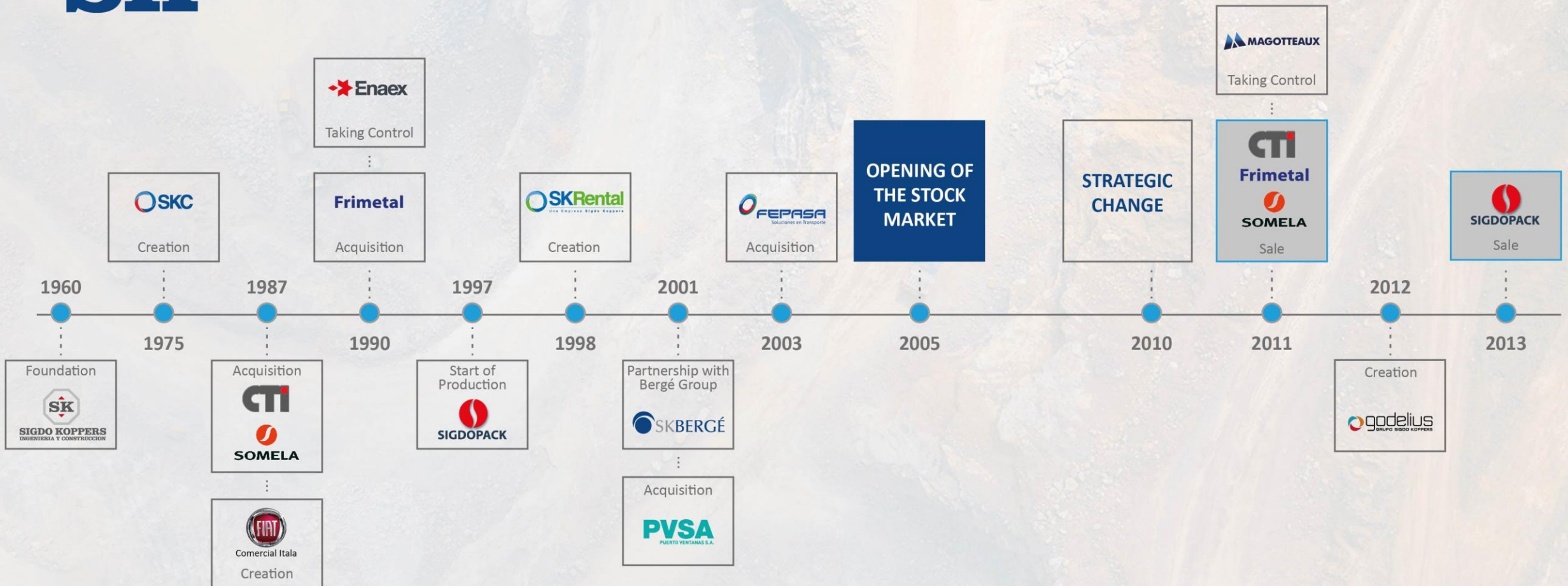


Jaime Vargas  
Serrano  
DIRECTOR



Horacio  
Pávez García  
DIRECTOR

# INTEGRATION OF NEW COMPANIES





## CORPORATE STRATEGY

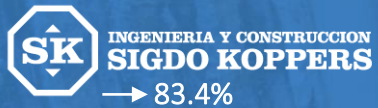
Focus on Mining and Industry

DEVELOPMENT

OPERATION

PROCESS

LOGISTICS



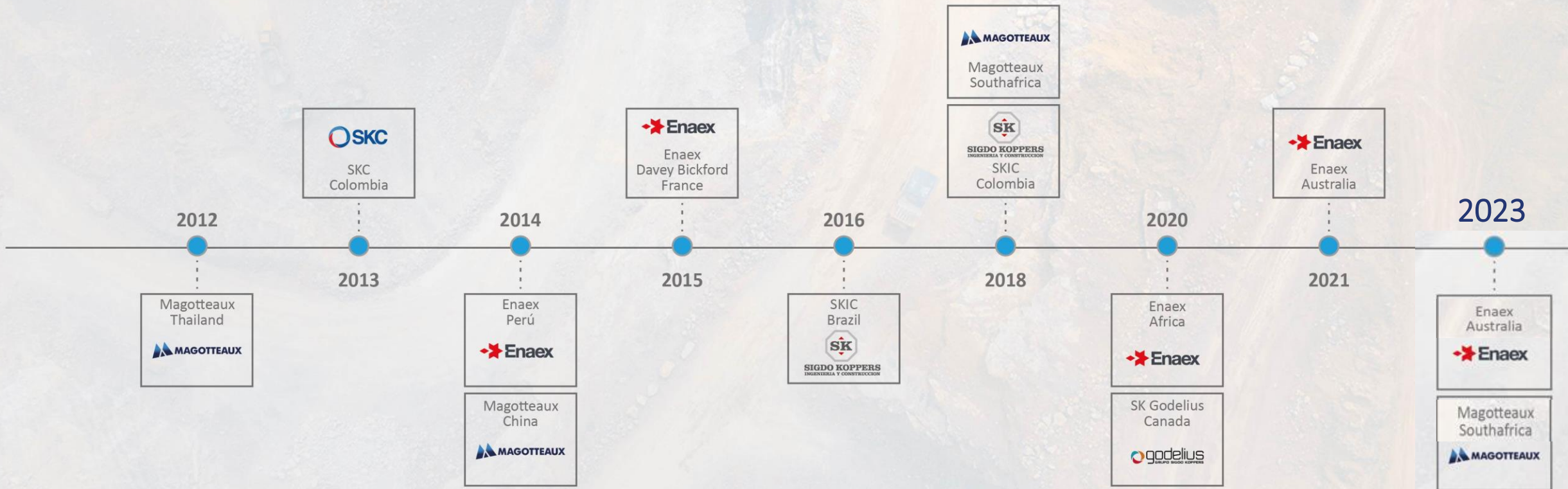
INNOVATION



SUSTAINABILITY



# INTERNATIONAL GROWTH



GLOBAL PRESENCE

# WE ARE A NETWORK OF PRODUCTS AND SERVICES WITH GLOBAL REACH

17 COUNTRIES

Production facilities and services

+30 COUNTRIES

Commercial offices

 CANADA

- MAGOTTEAUX
- GODELIUS

 USA

- ENAEX
- MAGOTTEAUX

 PERU

- SKIC ● ASTARA
- ENAEX ● SKC

 CHILE

- SKIC ● ASTARA ● SKC ● ENAEX
- MAGOTTEAUX ● GODELIUS
- PUERTO VENTANAS ● FEPASA

 SPAIN

 BELGIUM  
MAGOTTEAUX

 MEXICO

- ENAEX
- MAGOTTEAUX

 COLOMBIA

- SKC
- ASTARA

 BRAZIL

- MAGOTTEAUX
- ENAEX ● SKIC

 FRANCE

- MAGOTTEAUX
- ENAEX

 INDIA

- MAGOTTEAUX

 CHINA

MAGOTTEAUX

 THAILAND

- MAGOTTEAUX

 AUSTRALIA

- ENAEX
- MAGOTTEAUX

 SOUTHAFRICA

- ENAEX
- MAGOTTEAUX

DEVELOPMENT

OPERATION

PROCESS

LOGISTICS

Comprehensive development and logistics of large-scale projects.



DEVELOPMENT



INGENIERIA Y CONSTRUCCION  
**SIGDO KOPPERS**





INGENIERIA Y CONSTRUCCION  
SIGDO KOPPERS

# INDUSTRIAL CONSTRUCTION AND ASSEMBLY SERVICES

Since 1960

Execution of engineering, construction  
and industrial assembly projects.

**+60** YEARS OF  
EXPERIENCE

**30%** MS IN  
CHILE

 CHILE

 PERU

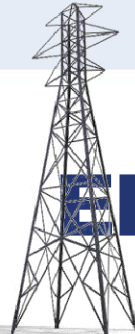
 COLOMBIA

 BRAZIL



## MINING

OPERATION



## ENERGY

GENERATION  
& TRANSMISSION



## INDUSTRY

CELLULOSE  
& OTHERS

PRESENCE IN

**+80%** OF COPPER  
PRODUCTION IN CHILE

TRANSMISSION

**+6.000** KM  
BUILT IN THE  
REGION

GENERATION

**+10.000** KM  
OF POWER BUILT IN CHILE

PRESENCE IN

**100%** PULP INDUSTRY PROJECTS

**+200** INDUSTRIAL PROJECTS  
EXECUTED

### SERVICES

INDUSTRIAL  
CONSTRUCTION  
AND ASSEMBLY

EPC  
PROJECTS

TRANSPORT  
& LOGÍSTIC

CRANE  
SERVICE  
CENTER

MAINTENANCE  
WORK AND  
IMPROVEMENTS

MARITIME AND  
PORT FACILITIES

Transfer and integrated logistics  
between land and sea.



LOGISTICS

**PVSA**  
PUERTO VENTANAS S.A.



# TRANSFER AND LOGISTICS

Since 1991

Private port for cargo transfer, storage and transportation.

Main loads: minerals, coal and fuel.

EcoPorts certification (first in South America)



CHILE



## TRANSFER

CARGO

Loading and unloading of solid and liquid bulk.



## STORAGE

CARGO

Cargo reception and storage services.



## TRANSPORT

CARGO



Rail transport solutions for large companies.

4 DOCKING SITES

RECEPTION OF VESSELS UP TO

70.000 t

14,3 m DRAFT

2 BULK CARGO WAREHOUSES

RECEPTION OF UP TO

90.000 t

+170 ha AVAILABLE AREA

73 LOCOMOTIVES

1.900 WAGONS

+7 M t ANNUAL TRANSPORT

More than 100 years of  
expertise and innovation in  
rock fragmentation.



OPERATION



# Enaex ROCK FRAGMENTATION SERVICES

Since 1920

Production of ammonium nitrate and explosives.

Comprehensive rock fragmentation services (throughout the value chain) for mining and civil works.



CHILE

USA

PERU

SOUTH AFRICA

BRAZIL

FRANCE

ARGENTINA

AUSTRALIA



## EXPLOSIVES PRODUCTION

Manufacture of ammonium nitrate, emulsions and high explosives.

+1,1 MILLION TONS



Electrical, electronic and non-electronic initiation systems.

## INICIACIÓN PRODUCTION

+5 MILLION UNITS



## BLASTING SERVICES

More than 100 years of experience, operations in 10 countries, with a wide range of products.

**Enaex** Britanite 40% MS

Manufacture of explosives and rock fragmentation services in Brazil

**Davey Bickford** Enaex

+20 years of experience in manufacturing and distribution of starter systems in France.

**Enaex** Australia 5% MS

Explosives manufacturing and rock fragmentation services in Australia.

**Enaex** Africa 30% MS

Explosives manufacturing and rock fragmentation services in Africa.

Maximum resistance products  
for mineral processing.



PROCESS



**MAGOTTEAUX**

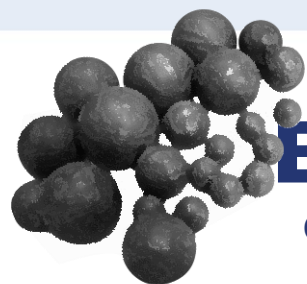


# SUPPLIES WITH HIGH WEAR RESISTANCE

Since 1976

Production and sales of high chromium wear products.

Products for the mining, cement, energy, fluid and dredging industries.



## BALL GRINDING

High Chromium, Low Chromium and Forged Steel grinding ball production plants.

### 2 JOINT VENTURES

-  JIANGYIN XINGCHENG MAGOTTEAUX STEEL BALLS
-  GRINTEC MAGOT TEAUX CERAMIC TECHNOLOGY



## CASTING

Production of high-quality castings for mining, cement, aggregates, power plants, dredging and other industrial applications.

**Nº1** WORLDWIDE PRODUCER OF HIGH CHROME GRINDING BALLS

**Nº2** WORLDWIDE GRINDING BALL PRODUCER

**14%** MS IN HIGH CHROME BALLS FOR THE MINING INDUSTRY

**44%** MS IN HIGH CHROME BALLS FOR THE CEMENT INDUSTRY

Mobile machinery to enable  
industrial and mining operation.



OPERATION



Una Empresa Sigdo Koppers









# RENTAL AND COMMERCIALIZATION OF MACHINERY

Since 1975

Sale, rental of machinery (SK Rental) and distribution of supplies and technical services.

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

- 
-  CHILE
  -  PERU
  -  COLOMBIA
  -  BOLIVIA



Leader in distribution of machinery and industrial equipment in Chile.

+18  
BRANDS



Leader in leasing of machinery and industrial equipment in Chile.

Nº1 IN CHILE  
(20% MS)

Nº3 IN SOUTHAMERICA

Nº5 IN PERÚ  
(9% MS)

MACHINERY  
FLEET  
US\$ 170  
MILLON



Highly trained mechanics.

Latest technology in tools and instruments to carry out evaluations and diagnoses.

Main supplier in the region of light vehicles for the industry.



OPERATION

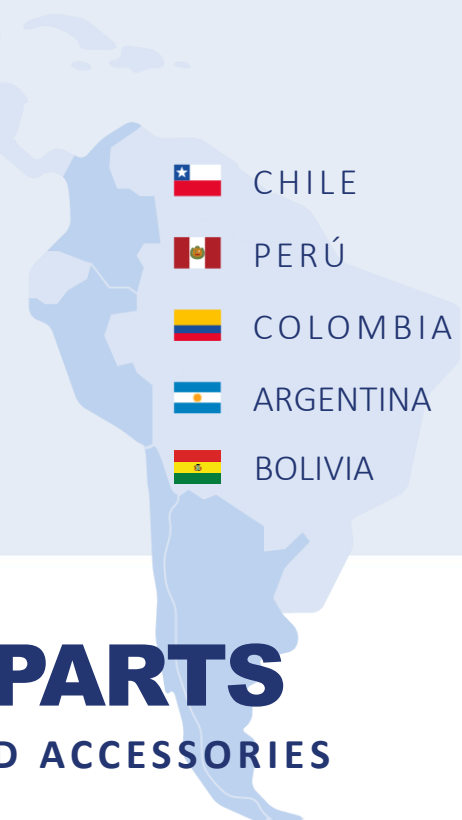





astara  
LATAM

Since 1986

Representation, marketing and distribution of vehicles.

Leading company in automotive retail in Chile and Peru.

Representation of 19 brands.

- 
-  CHILE
  -  PERÚ
  -  COLOMBIA
  -  ARGENTINA
  -  BOLIVIA



## AUTOMOBILES

SALES

Leading dealer network in the regional automotive business.

MS TOTAL AUTOMOBILES  
NEW SOLD (UNITS)

IN CHILE  
15%

IN PERÚ  
17%



## SPARE PARTS

ORIGINAL AND ACCESSORIES

Comprehensive solutions for the supply and transfer of a wide range of spare parts for the brands represented.

+100 DEALER

+220 POINTS OF SALE

+210 SERVICE BRANCHES

# COMPANIES'S FOCUS

## SK

 **godelius**  
GRUPO SIGDO KOPPERS

Engineering, artificial intelligence  
and robotics developments.  
Presence in Chile and Canada.

 **SIGDO KOPPERS**  
INGENIERIA Y CONSTRUCCION

Main engineering, construction  
and industrial assembly company  
in Chile with 30%MS. Operations  
in Peru, Brazil and Colombia.

 **FEPASA**  
Soluciones en Transporte

Main railway transport com-  
pany of industrial utilities  
in Chile.

**PVSA**  
PUERTO VENTANAS S.A.

Main bulk port in central  
zone of Chile.

 **SKC**

2° distributor of machinery  
in Chile and  
1° in equipment rental.

 **Enaex**

3° world producer of  
ammonium nitrate.

 **MAGOTTEAUX**

Main casting producer in the  
cement and aggregates industry.  
2° producer of grinding balls in  
the world.

**ASTARA**  
LATAM

Distributor of 20 leading  
brands in Latam.



LASTING RELATIONSHIPS

# MORE THAN SUPPLIERS, WE ARE STRATEGIC PARTNERS IN THE ADVANCEMENT OF EACH INDUSTRY

We build long-term relationships, continuously adding value to our clients.

## MINING



## ENERGY



## INDUSTRIAL



## CONSTRUCTION



OUR APPROACH TO GROWTH

# WE PROVIDE VALUE IN A SUSTAINABLE WAY

GLOBAL  
PRESENCE

PERMANENT  
INNOVATION

LASTING  
RELATIONSHIPS

FINANCIAL  
STRENGTH

FOCUS ON SUSTAINABILITY



FOCUS ON SUSTAINABILITY

# CARING AND CONTRIBUTING TO THE ENVIRONMENT WHERE WE OPERATE

We seek to contribute to the development of our employees, communities and the environment, in the places where our companies operate.

**WE ARE AMONG THE 15% OF THE MOST SUSTAINABLE COMPANIES IN OUR INDUSTRY GLOBALLY, ACCORDING TO THE DOW JONES SUSTAINABILITY INDEX.**



Member of

**Dow Jones  
Sustainability Indices**

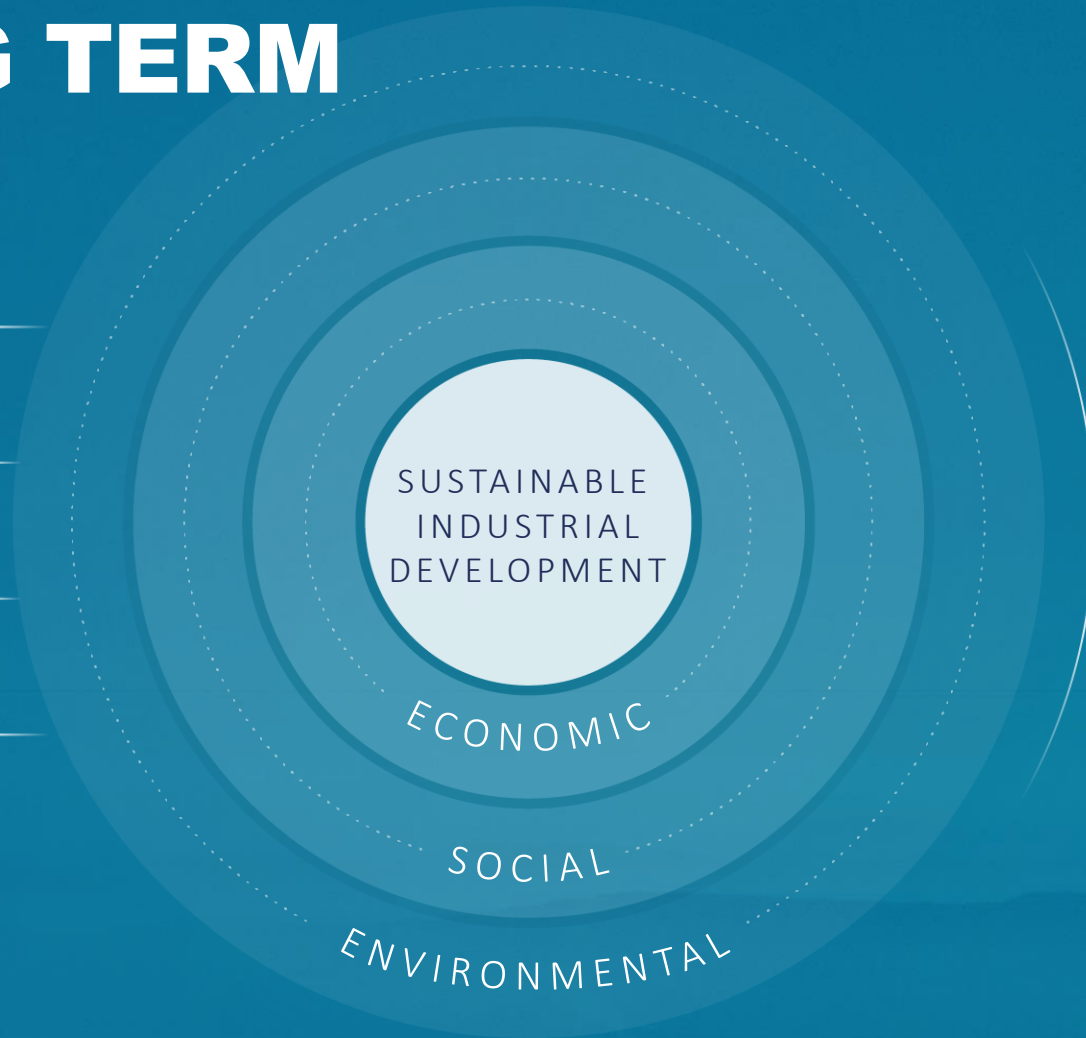
Powered by the S&P Global CSA

OUR VISION

# SUSTAINABLE DEVELOPMENT IN THE LONG TERM

Through our values ...

INTEGRITY —  
FOCUS ON THE  
CUSTOMER —  
RESPECT —  
EXCELLENCE —



... and commitments





FOCUS ON SUSTAINABILITY

# LOOK TO THE FUTURE



## TRAINING AND OPPORTUNITIES

19.9

AVERAGE TRAINING HOURS PER PERSON



## INTERNAL RELATIONS

22,633

COLLABORATORS

70%

OF EMPLOYEES ARE COVERED BY COLLECTIVE AGREEMENTS.



## LONG-TERM RELATIONSHIPS

73%

CUSTOMER SATISFACTION

100%

OF SK COMPANIES ACCOUNT WITH REGISTRATION AND SYSTEM OF SUPPLIER EVALUATION

100%

SUPPLIERS WITH CODE OF ETHICS AND CONDUCT



## COMMUNITIES

4,000

YOUNG PEOPLE PARTICIPATED IN DIFFERENT SK PROGRAMS.

286

LYCEUMS IN WHICH SK WAS LINKED IN 2022 THROUGH ALTERNATION TALKS, UPDATE TEACHING AND DIRECT ADVICE.

FOCUS ON SUSTAINABILITY

# ENVIRONMENTAL MANAGEMENT

## ENVIRON MENTAL

REDUCE WATER USE  
OPTIMIZE ENERGY  
MANAGE EMISSIONS  
AND WASTE



### SOLID WASTE

57%

WAS RECYCLED, 22%  
HIGHER THAN IN 2021.



### IMPACT CONTROL

US\$ 11 MM

INVESTED IN GLOBAL  
ENVIRONMENTAL  
MANAGEMENT IN 2022



### WATER AND ENERGY

-18%

REDUCTION OF FRESHWATER  
CONSUMPTION, COMPARED  
TO 2021

+15%

INCORPORATION OF  
RENEWABLE ENERGIES TO ITS  
ENERGY MATRIX, COMPARED  
TO 2021.

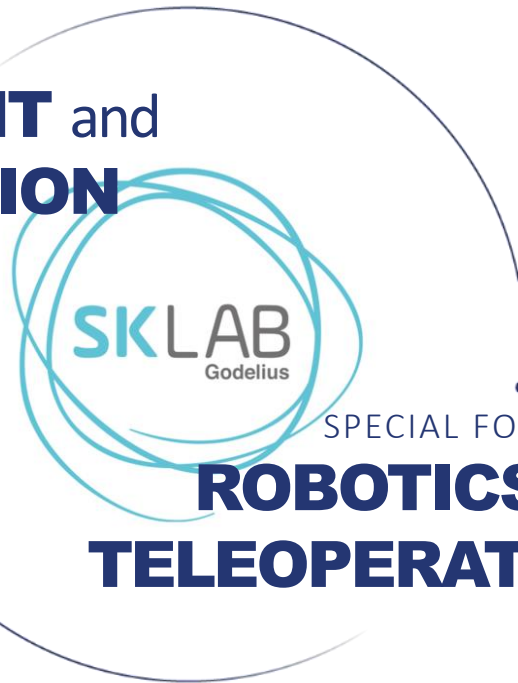
PERMANENT INNOVATION

# INNOVATION AT THE HEART OF OUR BUSINESS

US\$ 24.4 MILLION  
INVESTMENT  
IN INNOVATION

## IMPROVEMENT and MODERNIZATION

OF PROCESSES AND  
PRODUCTION PLANTS



SPECIAL FOCUS ON

## ROBOTICS and TELEOPERATION

## ASSOCIATIONS



PERMANENT INNOVATION

# LOOKING FOR CONTINUOUS IMPROVEMENT IN THE VALUE CHAIN

## IMPROVEMENT & MODERNIZATION

OF PROCESSES AND PRODUCTIVE PLANTS

+85 PEOPLE DEDICATED TO INNOVATION PROGRAMS

+50 PATENTS WORLDWIDE

SPECIAL FOCUS ON  
**ROBOTICS AND TELEOPERATION**

Innovative projects of our companies:



### TRACK & TRACE

Control of location and operation of machinery and equipment.

### ICONCONTROL

Integrated control station that allows a safer and more comfortable operation for people.

### NEW PRODUCTS

Development of 5 new products for grinding: Greox, NewXCC / Smokeless, Refractories, HRC Powder and Teeth).

### GODELIUS X

Robotic Platform for Concept Engineering, Blast Testing and Robotic Developments from ICSK.

### SHIP LOADER

New shiploader that increases loading speed and efficiency.

### MOC OPERATIONS MONITORING CENTER

Technical analysis, telemetry and remote assistance that allows predicting possible failures and improving equipment productivity.

An aerial night photograph of a massive open-pit mine. The mine's terraced levels are illuminated by numerous bright lights, creating a stark contrast against the dark, shadowed areas. The overall scene is bathed in a deep blue light, with the ground appearing as a complex network of paths and levels. The letters 'SK' are prominently displayed in the center of the image in a large, white, bold font.

**SK**