

The background of the slide is a wide-angle photograph of an open-pit mine. The landscape is characterized by multiple levels of terraced rock walls, with several large plumes of dust or steam rising from the different levels. The sky is a vibrant blue with scattered white clouds. In the bottom center, a small, bright blue body of water is visible. The overall scene conveys a sense of large-scale industrial activity in a rugged, natural environment.

**CORPORATE PRESENTATION  
3Q20**

# WHO WE ARE



With **99 years of history** in the Chilean market, Enaex S.A. is

## THE MAIN AMMONIUM NITRATE PRODUCER

and supplier of comprehensive rock fragmentation services for the mining industry in Latin America

Enaex has a **global presence**, a **solid financial position**, **low debt levels** and is controlled by **Sigdo Koppers Group**.



# ENAEX AT A GLANCE



## Core Business



**AMONIUM  
NITRATE**  
Production



**EXPLOSIVES**  
Production



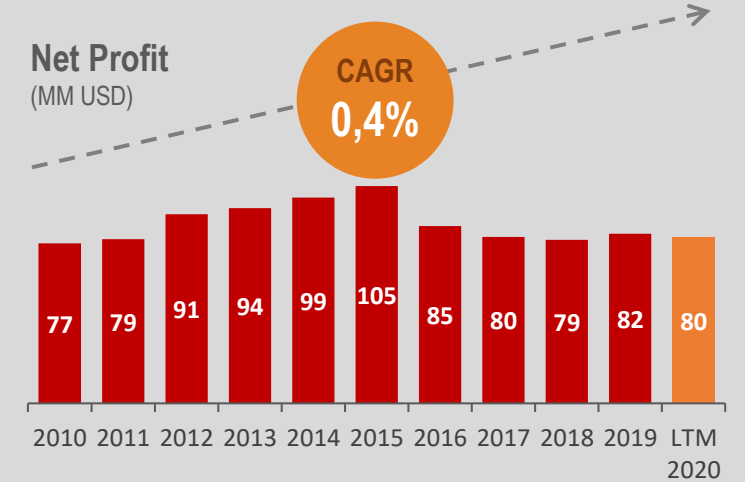
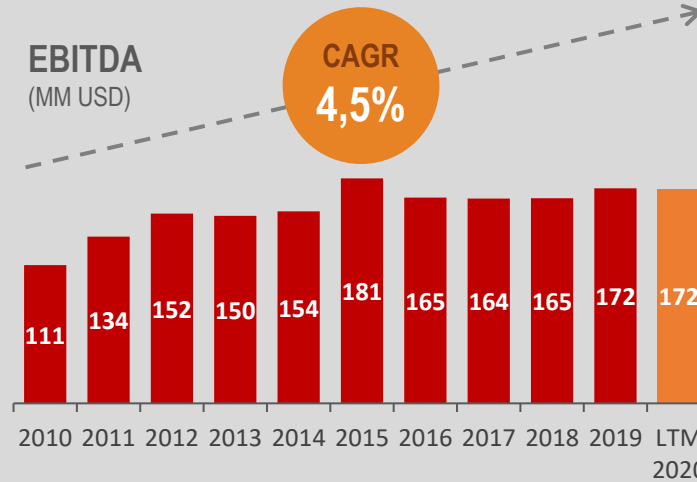
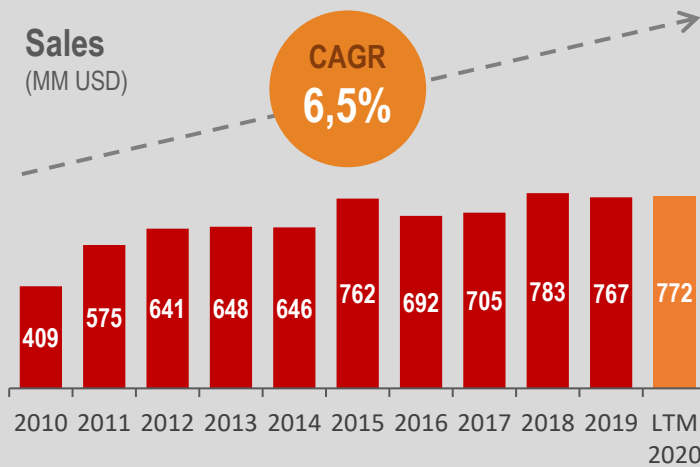
Electronic  
**INITIATION  
SYSTEMS**  
Production



**BLASTING**  
Services

**Feller**.Rate → **AA (stable)**

**Fitch**Ratings → **AA- (stable)**



# ENAEX AT A GLANCE



## Board Directors December 2019



**Juan Eduardo Errázuriz Ossa**  
President



**Sergio Undurruga Saavedra**  
Vice President



**Juan Pablo Aboitiz**  
Director



**Alejandro Gil Gómez**  
Director



**Norman Hansen Fernández**  
Director



**Horacio Pávez Aros**  
Director



**Naoshi Matsumoto Courdurier**  
Director

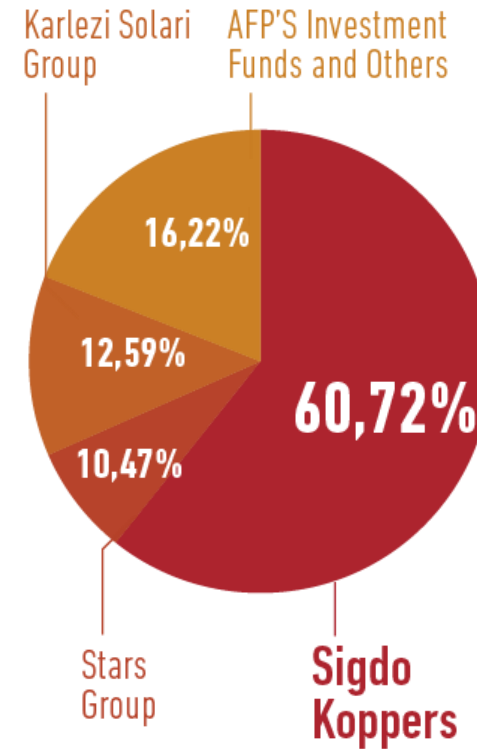


**Patricio Leighton Zambelli**  
Director



**Alberto Salas Muñoz**  
Director

## Ownership Structure



# OUR VISION



To be **THE MOST PRESTIGIOUS** company in the industry  
**delivering premium solutions**  
to the world's most important mining regions.

## CORE BUSINESS



**AMONIUM  
NITRATE**  
Production



**EXPLOSIVES**  
Production



Electronic  
**INITIATION SYSTEMS**  
Production



**BLASTING**  
Services



# Present in all of the **BLASTING PROCESS CHAIN**



## CHEMICALS



### **IMPORT Raw Materials**

Importation by ships of 100% of ammonia in its liquid state



### **AMMONIA STORAGE and managing supplies**

Once the shipment arrives at Enaex port, the ammonia is stored in tanks in the Prillex complex



### **NITRIC ACID Production**

Production takes place at PANNA (Nitric Acid and Ammonium Nitrate plant). Nitric Acid is made by the combination of Ammonia and Oxygen ( $O_2$ )



### **AMMONIUM NITRATE Production**

The ammonia is now combined with Nitric Acid obtaining liquid Ammonium Nitrate

## SERVICES



### **BLASTING Services**

Enaex provides a comprehensive blasting service to our main clients



### **Manufacture plant of HIGH EXPLOSIVES**

High Explosives, Detonators, Emulsions and Cartridges



### **Logistics**

Ammonium Nitrate is transported by trucks to the mines where the blasting services are provided



### **AMMONIUM NITRATE Exports**

Ammonium Nitrate is exported to different countries as a raw material for the manufacture of explosives

# OUTSTANDING GROWTH HISTORY



**Chilean Explosive Company** is founded.

1920

**First Ammonium Nitrate plant** is built with a production capacity of **150.000 tons per year.**



1983



The Company is established as **Enaex S.A.**

1989

**Sigdo Koppers** acquires 33% of the company's shares.



1990



**Sigdo Koppers takes control of Enaex**, increasing its ownership interest to 50.01%.

1992

Increase capacity production of ammonium nitrate in **Prillex**, bringing the company's total capacity to **450.000 tons per year.**



1999



A new capacity increase in the Prillex complex, which brings it to a total capacity of **850.000 tons of ammonium nitrate per year.**

2010



Enaex starts operating at the **Peruvian market.**



Dow Jones Sustainability Indexes

Enaex becomes part of the **Dow Jones Sustainability Index** of Chile.



Enaex acquires **70% of Cachimayo.**



Enaex becomes **controlling partner** of the business developed with Sasol Limited.

2012

Enaex acquires one third of **Britanite (IBQ).**



2014

Enaex acquires **100% of Britanite.**



Enaex acquires **91% of Davey Bickford.**



2016

2017

Enaex launch new **technological developments: RoboMiner and Mine-iTruck.**



2018

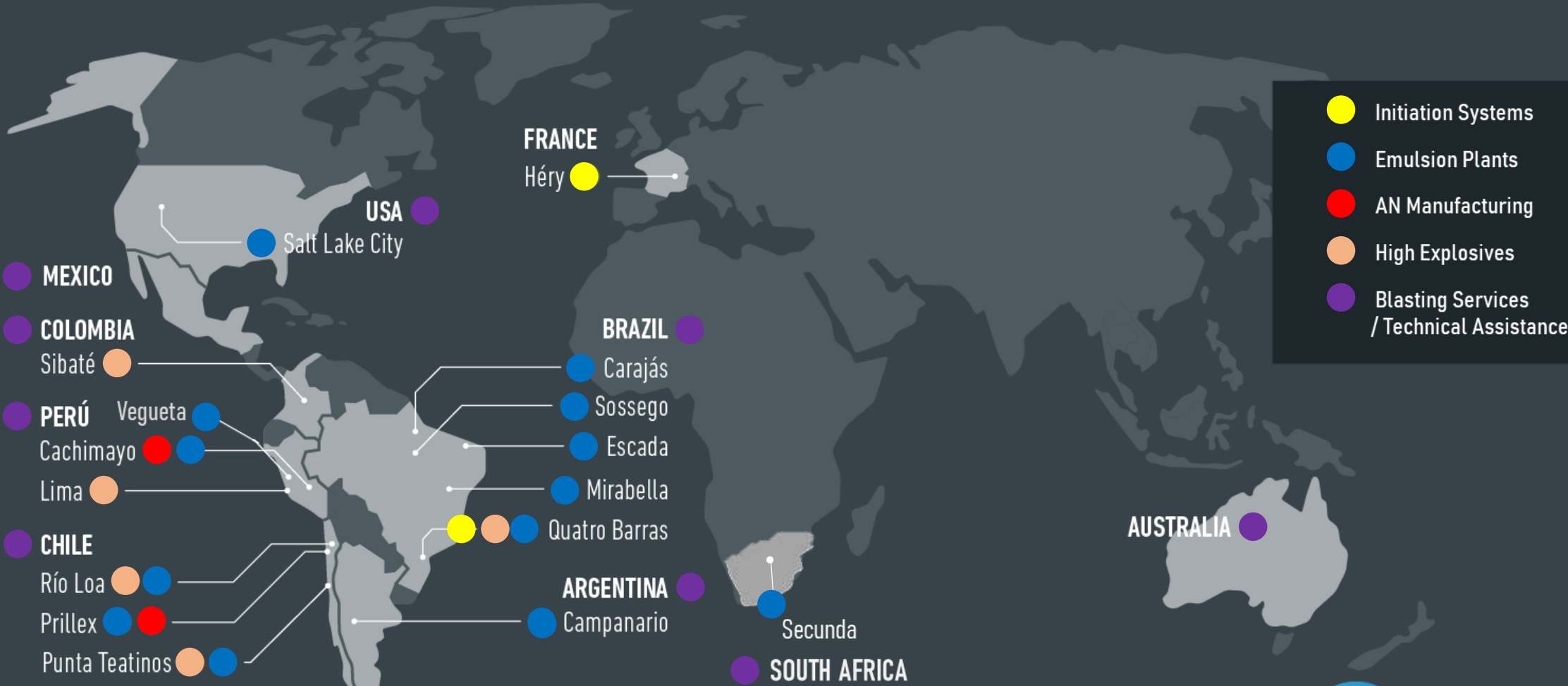
2019

Enaex marks a world historical milestone with its first **100% teleoperated onsite blast operation.**



2020

# Enaex Worldwide Footprint



Logistic hub for more than **40** countries

# BRITANITE (BRAZIL)



**Leader** in the civil explosive and blasting service market in Brazil

**Over 50 years of experience** in the explosive industry

More than **850 employees**

Head Office in **Curitiba, Paraná**  
+ presence in **22 states of Brazil**



**Relevant market share** in the Brazilian explosive market

First online sales portal of explosives **E-Blasting®**

**70%**

Explosives Sales' Market Share



# DAVEY BICKFORD (FRANCE)



**International leader** in Electronic Initiation Systems.

Almost **200 years of experience**

More than **730 employees**

**Main products**  
Initiation Systems, Electronic detonators, Electric detonators, Non-Electric detonators and Detonating cords

**Héry, France**  
Manufacturing plant



# ENAEX AFRICA (SOUTH AFRICA)

**Market leader** in the  
Underground business.

More than  
**1.100 employees**

**Long term contract,**  
With Sasol Limited for the supply of  
Ammonium Nitrate at a competitive price.

In 2019, Explosives sales exceeded  
**350k tons.**

Subsidiaries in  
**Namibia, Lesotho  
and Zambia**



# INNOVATION





# New **Developments**



## Mine iTruck

- ▶ Teleoperated driving
- ▶ Assisted driving
- ▶ Teleoperated manufacturing
- ▶ Fleet control system



## Robominer

- ▶ Manual skill for priming and tying
- ▶ Teleoperated operation
- ▶ Laser mapping survey
- ▶ Evaluation of air quality
- ▶ 3D visión
- ▶ Autonomy of energy



# SUSTAINABILITY



# SUSTAINABILITY



## ENVIRONMENTAL

We are committed to *respect and care* about our planet



CDM Projects

**reduce 90%**

of total GHG emissions



Commitment with

**recycling**

in Mejillones (Prillex)



**60%**

of Energy Efficiency  
(Prillex)



OEI has been

**reduced 93%**

since 1982

1982

4,3

(tCO<sub>2</sub>e/ tNA)

2017

0,4

(tCO<sub>2</sub>e/ tNA)

2020

0,3

(tCO<sub>2</sub>e/ tNA)

2030

0

(tCO<sub>2</sub>e/ tNA)

**GREEN AMMONIA**  
PROJECT

# SUSTAINABILITY



## ECONOMIC

*Sustainable Plan for keep following  
Dow Jones Sustainability Index guidelines*



Corporate

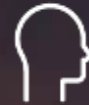
### **Governance**



Ranked as

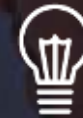
**1<sup>st</sup> Group in Chile**

with adoption of Corporate  
Governance Best Practices by CMF



### **Customer**

Relation Management  
(Satisfaction Survey &  
Customer Journey Analysis)



### **Innovation**

Management



# Sustainability

The way we create value for all

## AWARDS

We are passionate about **contributing** to the **future of the industry**

MEMBER OF

# Dow Jones Sustainability Indices

In Collaboration with RobecoSAM

2016

2017

2018

2019



Leaders of Climate Change

2013



Most Innovative CEO

2014



Best Blasting Supplier in Mining

2015



Leading Company 2016

2016



Spontaneous Acknowledgment as National Leading Supplier of the Mining Industry

2017



Technological Innovation in the Mining Industry

2018



Spontaneous Acknowledgment as National Leading Supplier of the Mining Industry

2019

Most Innovative Company in the Mining Industry



Most Innovative Company in the Mining Industry



Leadership on Climate Change



Most Innovative Company in the Mining Industry



# **FINNANCIAL** BACKGROUND

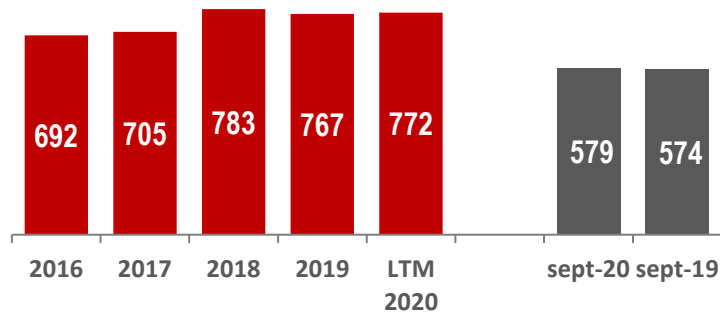


# CASH FLOW STABILITY

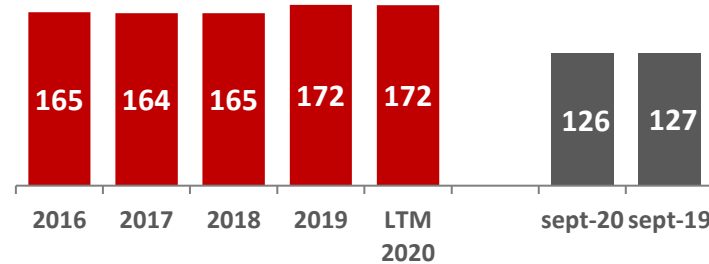
## and Solid Financial Performance



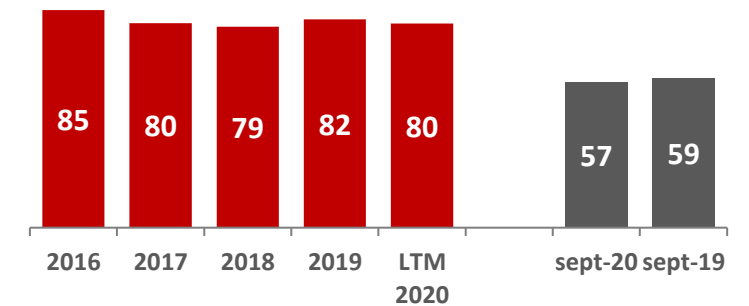
**Sales**  
(Million USD)



**EBITDA**  
(Million USD)

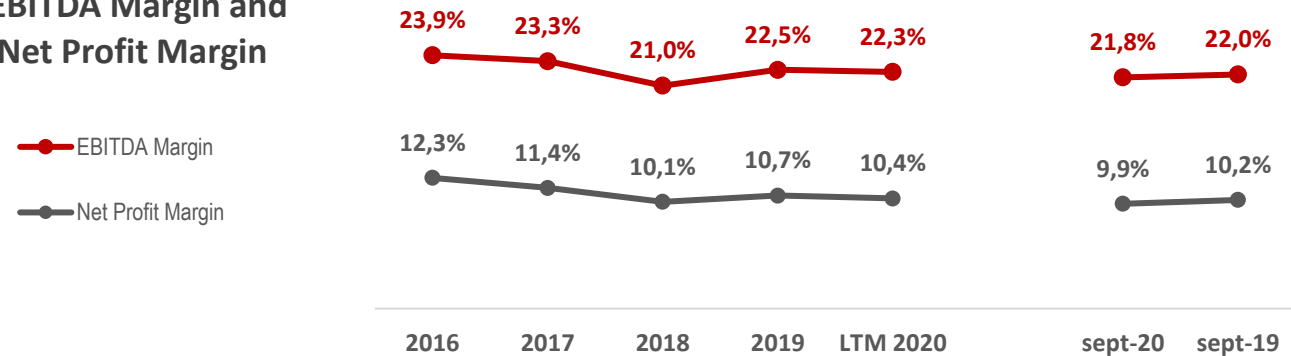


**Net Profit**  
(Million USD)



**NH3**  
of Costs **60%**

**EBITDA Margin and Net Profit Margin**



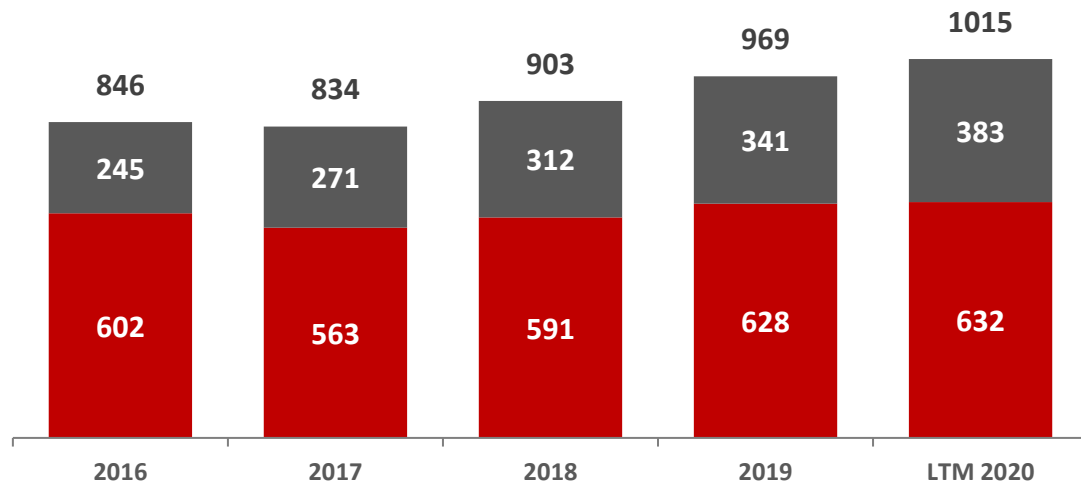
# SALES EVOLUTION

Includes AN, Emulsion and High Explosives



**Volume Sales Evolution**  
(Thousand Tons)

■ Chile ■ Others



**Sales by Country**

(Accumulated Thousand Tons)

■ sept-19 ■ sept-20

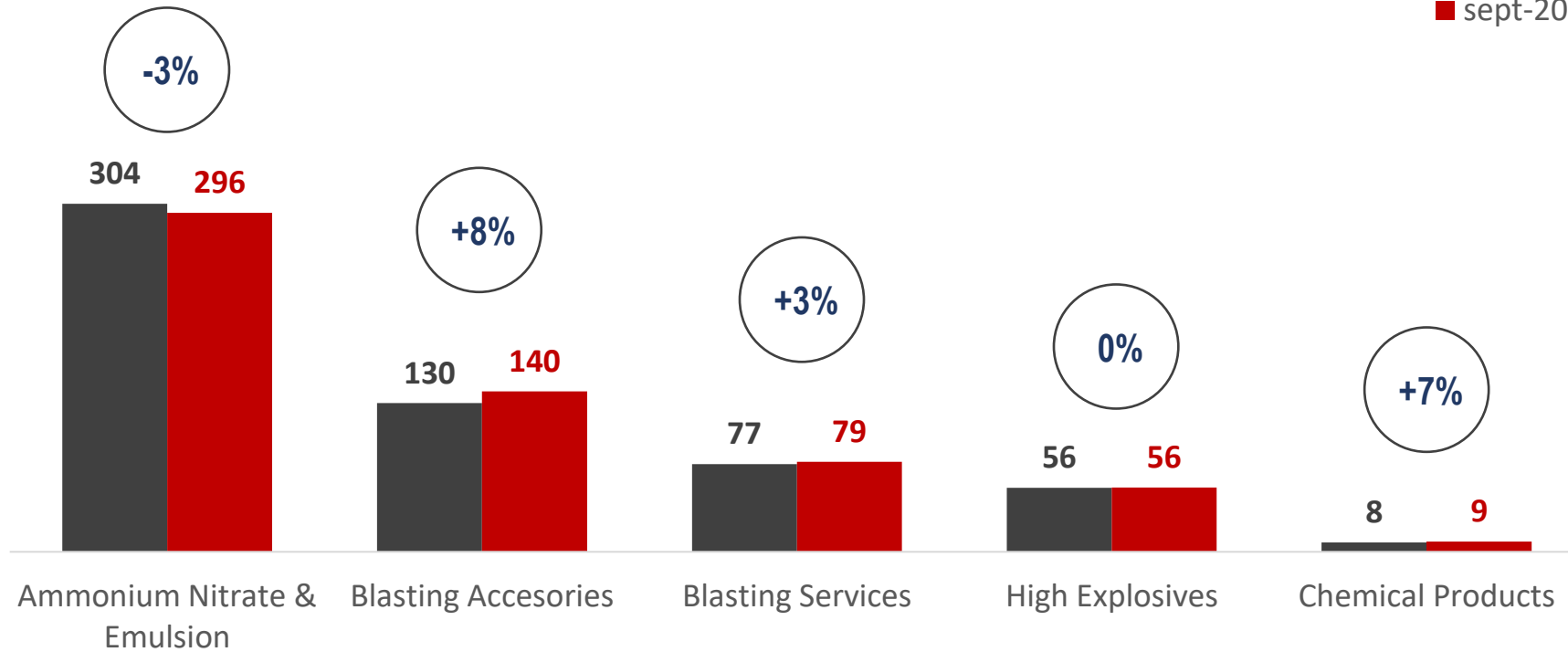


# CUMULATIVE SALES



## Revenue by Business Division

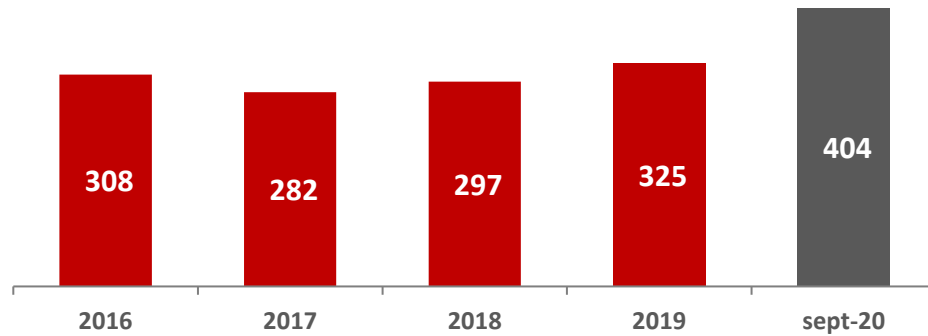
(Millions USD)



# DEBT STRUCTURE

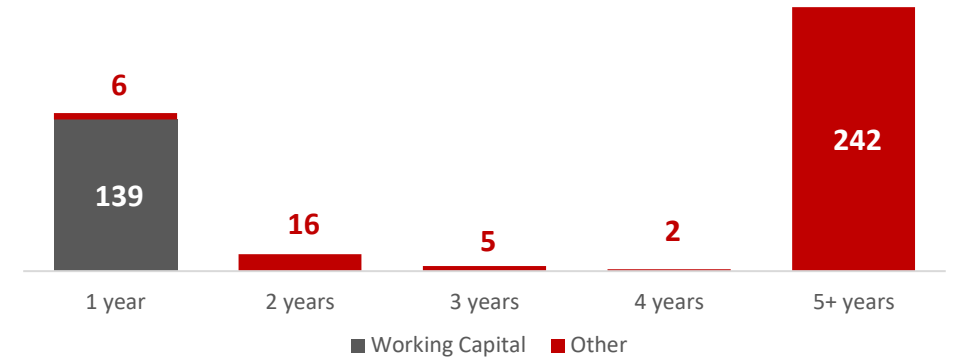


**Financial Debt**  
(Million USD)



*Financial Debt includes hedging instruments.*

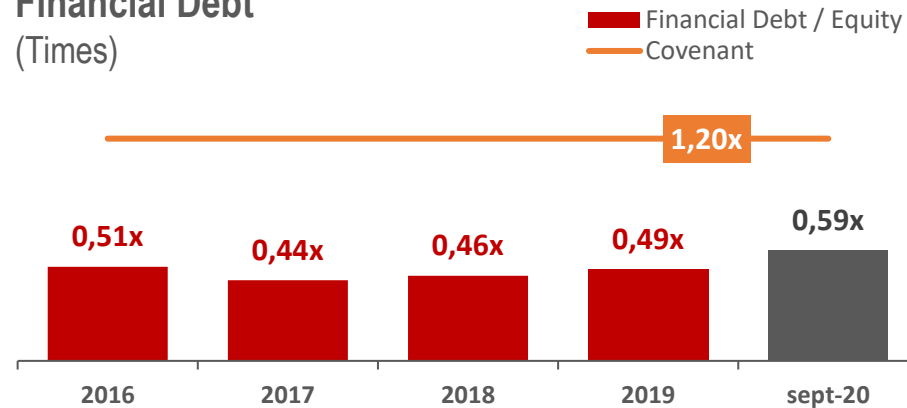
**Maturity Profile as of September 2020**  
(Million USD)



# STRONG FINANCIAL RATIOS

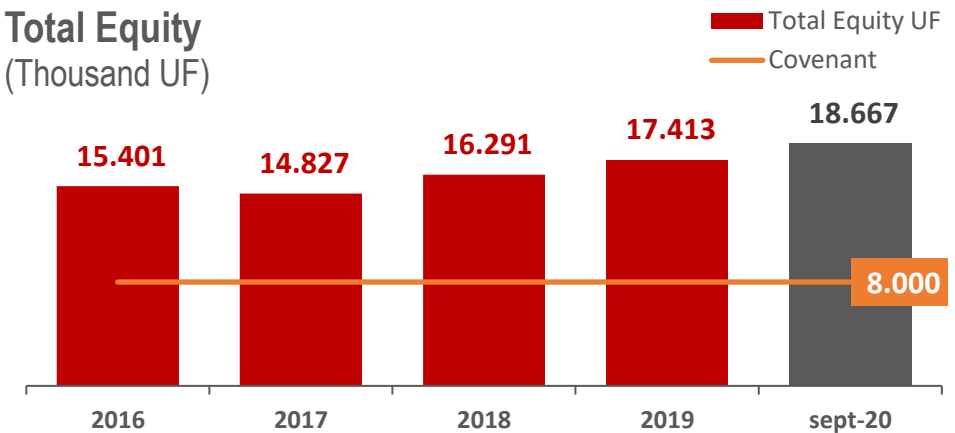


**Financial Debt**  
(Times)

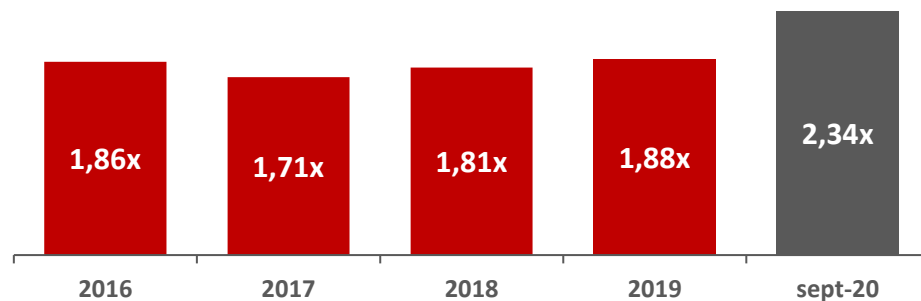


*Financial Debt includes hedging instruments*

**Total Equity**  
(Thousand UF)

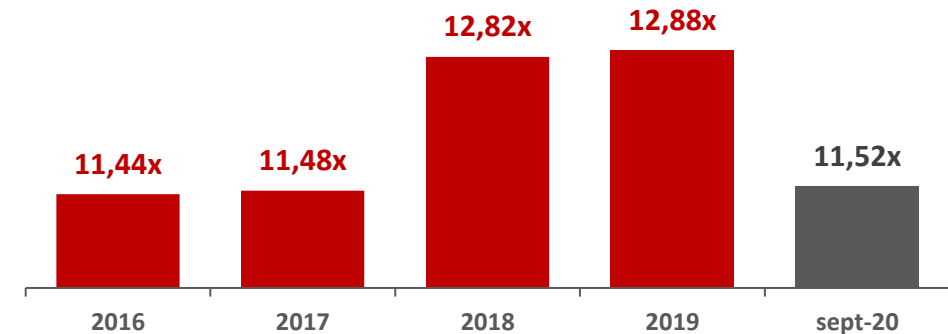


**Financial Debt / EBITDA**  
(Times)



*Financial Debt includes hedging instruments*

**Financial Expense Coverage**  
(Times)



# CONSERVATIVE FINANCIAL PROFILE



Over the years Enaex has maintained

Solid **credit profile** and a good **liquidity position**.

Solid **debt structure** and a healthy **financial history**.

Stable **cash flow generation** in order to meet future debt obligations.

## Risk Rating on Local Market

**Feller.Rate**

AA (stable)

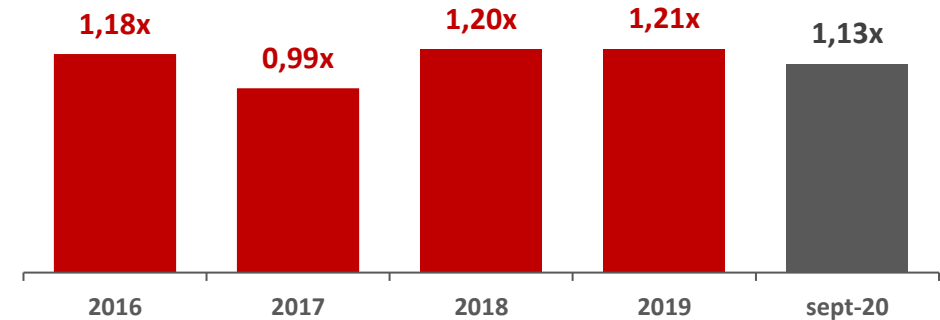
(November 2019)

**FitchRatings**

AA- (stable)

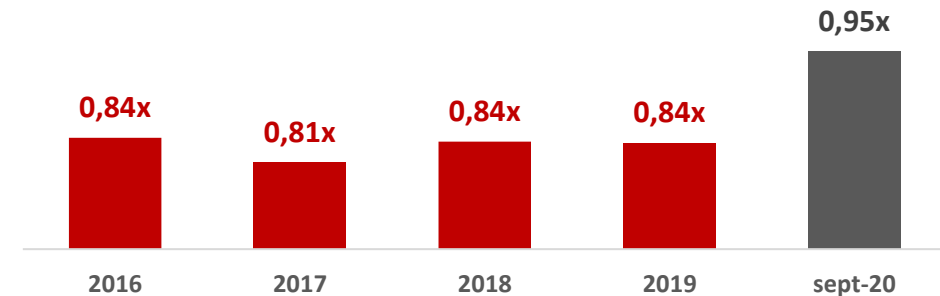
(July 2020)

## Net Financial Debt / EBITDA (Times)



*Net Financial Debt includes hedging instruments and Cash*

## Liabilites / Equity (Times)



The background of the slide is a wide-angle photograph of an open-pit mine. The mine is a large, multi-level excavation with terraced walls. In the foreground, there is a large pile of grey rocks. In the distance, a small turquoise lake is visible at the bottom of the mine. The sky is a vibrant blue with scattered white clouds. Two large plumes of grey dust or smoke are rising from the right side of the mine.

**CORPORATE PRESENTATION  
3Q20**