Sociedad Nacional de
MINERIA PETROLEO
Y ENERGIA

MINERGY
CONNECT

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Sociedad Nacional de MINERIA PETROLEO Y ENERGIA

MINERGY CONNECT

THE MINING AND ENERGY SECTOR IS ONE OF THE MOST IMPORTANT INDUSTRIES FOR THE PERUVIAN ECONOMY.

In the last 10 years, this sector generated:
(2011-2020)

12%
of national GDP

23%
of private investment

66%
of Peruvian exports

41%
collection of corporate taxes, royalties and other special taxes

Source: BCRP, INEI, MINEM, Perupetro, SUNAT

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EJM.

WE ARE THE SECOND LARGEST COPPER PRODUCER IN THE WORLD

In the next years, copper consumption will increase due to the increasing use of energy matrix.

Fuente: Subdirección de Inteligencia y Prospectiva Comercial de PROMPERÚ en base a USGS Mineral Commodity Summaries, 2020; BP Statistical Review of World Energy, 1965–2018

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MINERGY CONNECT

El sector minero - energético

Antes y después de la llegada del COVID-19

- Mining and energy projects are every time larger, more complex, more remote, and therefore more expensive.
- The complicated social context of the country.
- The global political and economic situation that is affecting metal prices.
- Digital maturity of the sector.
- The country and the sector's uncertainty that causes lack of confidence in the country for investments.
- Compliance of all the pandemic regulations made by the government: Health emergency, lockdown.
- Risk of infection in the camp and nearby communities. The hard conditions to transport the personnel to camps.
- Higher production costs.

● Pre pandemia ● Post pandemia

WHAT DO COMPANIES NEED IN THIS CONTEXT?

DIGITAL BUSINESS TRANSFORMATION

Focus on new net incomes and business models.

Sell of digital assets
(venta de datos y algoritmos).

Digitalization of products or services.
(sell of connected services and equipments)

Sale by subscription, or by measured data
(Pay-as-you-use model).

Platform Businesses.
(a business model in which the buyer, the supplier and the whole chain share the same platform.

Risk-sharing contracts.
(Prices will change according to shared performance metrics)

DIGITAL BUSINESS OPTIMIZATION

Add significant value without changing the business model

Improve existing incomes,
(analysis to optimize the price and minimize expenses).

Improve operating margin.
(The use of IoT and 3DP to reduce costs, and the use of digital channels to optimize sales)

Improve workforce productivity.
(It will allow you to take on a larger volume of work without increasing the number of employees)

Increase asset utilization.
(The use of analytics for doing a better forecasting and the use of IoT to track all inventory

DIGITAL BUSINESS ENABLEMENT

Productivity and efficiency improvement

Improve the transparency of the process.
(manage the project planning digitally)

Improve workforce productivity.
(Get rid of the use of paper and manual processes)

Improve customer focus.
(Collect customer data digitally and benefit of the use of digital channels)

TECHNOLOGICAL CHALLENGES OF THE SECTOR

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1. Predictability for all processes with the proper use of information systems.
2. Reliability and speed of information for a correct decision making.
3. Efficiency in the use of assets and maintenance expenses.
4. Training to all human resources, so they can properly use new technologies or how they can migrate to more specialized functions.
5. Adapt R&D plans to the needs of the business.
6. Innovate with a special focus on sustainability, and social and environmental responsibility. Impact of renewable energies on business.
7. Take care of the information. It's important to innovate without putting information at risk.

THANKS YOU!