



PONTIFICIA UNIVERSIDAD CATOLICA DE CHILE

ESCUELA DE INGENIERIA

# **A REAL OPTIONS APPLICATION TO MANAGE RISK RELATED TO INTRINSIC VARIABLES OF A MINE PLAN: A CASE STUDY ON CHUQUICAMATA U.G. PROJECT**

**MARIA FERNANDA DEL CASTILLO**

Thesis submitted to the Office of Research and Graduate Studies  
in partial fulfillment of the requirements for the Degree of Master  
of Science in Engineering

Advisor:

**JOSÉ BOTÍN GONZÁLEZ**

Santiago de Chile, Agosto, 2012

© 2012, María Fernanda Del Castillo



PONTIFICIA UNIVERSIDAD CATOLICA DE CHILE

ESCUELA DE INGENIERIA

# **A REAL OPTIONS APPLICATION TO MANAGE RISK RELATED TO INTRINSIC VARIABLES OF A MINE PLAN: A CASE STUDY ON CHUQUICAMATA U.G. PROJECT**

**MARIA FERNANDA DEL CASTILLO SUAREZ**

Members of the Committee:

**JOSÉ BOTÍN GONZÁLEZ**

**RONALD GUZMÁN VENEGAS**

**EDISSON PIZARRO CARVAJAL**

**GONZALO CORTAZAR SANZ**

Thesis submitted to the Office of Research and Graduate Studies in  
partial fulfillment of the requirements for the Degree of Master of  
Science in Engineering

Santiago de Chile, Agosto, 2012

© 2012, María Fernanda Del Castillo

*Gratefully to my parents,  
Maria Victoria and Raul.*

## **ACKNOWLEDGEMENTS**

First of all, I would like to thank my parents, who gave me the opportunity to study and fulfill this Master program, and who supported me all the way. I would also like to thank my advisor professor Dr. José Botín G. for all the hours and dedication he invested in helping and guiding me throughout this research, and for the confidence he placed in me. I also must mention Codelco and Hatch's Chuquicamata team, particularly Augusto Aguayo, for their great disposition and willingness to help, and my boss Marcelo Godoy, for his support and his highly insightful comments and recommendations, which made a difference in this project.

Finally, I would like to thank my brother and sister, and my friends, particularly PH and JEC, for their help revising my drafts, and their constant encouragement and support.

## TABLE OF CONTENTS

|  |      |
|--|------|
| <b>ACKNOWLEDGEMENTS</b> .....                                  | iv   |
| <b>LIST OF FIGURES</b> .....                                   | vii  |
| <b>LIST OF TABLES</b> .....                                    | viii |
| <b>ABSTRACT</b> .....  | ix   |
| <b>RESUMEN</b> .....   | x    |
| <b>1. INTRODUCTION</b> .....                                   | 1    |
| <b>2. STATE OF THE ART - RISK QUANTIFICATION METHODS</b> ..... | 2    |
| 2.1. Traditional Risk Valuation Methods – EMV Approach.....    | 3    |
| 2.2. Limitations of Traditional Valuation Methods .....        | 4    |
| 2.3. Real Options as a Solution – EOL Approach.....            | 5    |
| 2.4. Real Option Valuation.....                                | 6    |
| 2.5. From Options ON Projects, to Options IN Projects .....    | 7    |
| <b>3. RISK MANAGEMENT MODEL</b> .....                          | 9    |
| <b>4. CASE STUDY</b> .....                                     | 12   |
| 4.1. Contextualization .....                                   | 12   |
| 4.2. Base Case.....  | 13   |
| 4.3. Risk from Dilution.....                                   | 16   |
| 4.4. Cost of Flexibility .....                                 | 17   |
| 4.5. Modeling Dilution in Block Caving.....                    | 18   |
| 4.5.1. Base Case Vertical Dilution.....                        | 18   |
| 4.5.2. Dilution Variability.....                               | 21   |
| 4.5.3. Horizontal Dilution.....                                | 24   |
| 4.5.4. The Dilution Model .....                                | 30   |
| 4.5.5. Maximum Dilution Limit.....                             | 32   |
| 4.6. Option’s Description & Valuation.....                     | 35   |
| 4.6.1. Production Rate Simulations .....                       | 35   |
| 4.6.2. Option Selection .....                                  | 37   |
| 4.7. Analysis of Results.....                                  | 38   |
| 4.7.1. Options’ Costs .....                                    | 39   |

|           |   |           |
|-----------|---|-----------|
| 4.7.2.    | Options' Upside Potential.....                                      | 41        |
| 4.7.3.    | Correlated Effects.....   | 42        |
| 4.8.      | Traditional Risk Valuation vs. Real Options Valuation Methods ..... | 43        |
| 4.9.      | Applicability for Risk Management.....                              | 47        |
| <b>5.</b> | <b>CONCLUSIONS &amp; FURTHER STUDIES.....</b>                       | <b>48</b> |
|           | <b>REFERENCES .....</b>   | <b>50</b> |
|           | <b>APPENDIX.....</b>  | <b>55</b> |
| A.        | Production Plan .....   | 56        |
| B.        | OPEX.....   | 57        |
| C.        | CAPEX .....   | 59        |
| D.        | NSR Calculations .....  | 60        |
| E.        | BASE CASE CASH FLOW.....  | 61        |

## LIST OF FIGURES

|  |    |
|--|----|
| Figure 1: Risk Classification Matrix .....   | 10 |
| Figure 2: Risk Managements flow chart.....   | 11 |
| Figure 3: Mining Project's life cycle .....  | 12 |
| Figure 4: Chuquicamata Mine Design and General Layout .....  | 14 |
| Figure 5: Block-Model mixing simulation process .....  | 18 |
| Figure 6: Column's mixing by PDE .....   | 19 |
| Figure 7: L – rock flow simulation. R – HIZ definition and simplified rock flow direction .....                | 20 |
| Figure 8: Effect of the PDE along the extracted column.....  | 21 |
| Figure 9: Orebody Contour before (left) and after (right) mixing for a 40% PDE.....                            | 22 |
| Figure 10: Vertical Dilution's resultant histogram.....  | 23 |
| Figure 11: Vertical Dilution's best-fit probability distribution .....   | 24 |
| Figure 12: Material interactions by column's extraction.....   | 25 |
| Figure 13: Rock Quality by level's zone .....  | 27 |
| Figure 14: Development drifts with zoomed zone on Draw Point Grid design .....                                 | 29 |
| Figure 15: Global Dilution Model .....   | 31 |
| Figure 16: Dilution Model Distribution and Cumulative Probability.....   | 33 |
| Figure 17: Simulation results for the project's NPV probability for different production rates...              | 36 |
| Figure 18: Operation dimensioning that ensures the base case's performance .....                               | 37 |
| Figure 19: Detail of interest zone from Figure 17 .....  | 38 |
| Figure 20: Selected Option's cost and potential value .....  | 40 |
| Figure 21: Effects of increased productivities over the mine's life .....                                      | 42 |
| Figure 22: Risk Quantification by Expected Monetary Value.....   | 43 |
| Figure 23: Sensitivity Analysis of the Project's Base Case.....  | 44 |
| Figure 24: Upside Potential and Downside Risk of the selected options – 1. Cu - 2. NPV .....                   | 46 |
| Figure 25: Project's Outcome Confidentiality level according to Production Rates, and their resulting LOM..... | 47 |

## LIST OF TABLES

|   |    |
|---|----|
| Table 1: Data assumptions .....   | 15 |
| Table 2: Base Case Cash Flow summary.....   | 16 |
| Table 3: Zone’s Geotechnical and Geometrical data by level .....                  | 26 |
| Table 4: Interaction radius calculation by deposit’s zone .....                   | 29 |
| Table 5: Dilution's Probability Distribution Data .....                           | 34 |
| Table 6: Relevant options' production rates.....                                  | 38 |
| Table 7: Capital expenses and cost by scenario.....                               | 39 |
| Table 8: Summary of the options' cost and results .....                           | 41 |
| Table 9: Summary of the Options’ Potential and Results .....                      | 41 |
| Table 10: Risk Quantification Costs for Traditional and Real Options Methods..... | 46 |



## **ABSTRACT**

Traditional risk quantification methods provide little information on the sources of risk and tend to produce static over-conservative evaluations, which do not account for changes in the performance of the project. Capital investment decisions for large mining projects require of a more complex risk evaluation models, that includes the value of flexibility and the different risk levels associated with uncertainty on project variables (price, grade, dilution, production rates, among many other). In this context, Real Option Valuation (ROV) methods have proven potential to quantify the risk associated with such variables and integrate alternative scenarios and management strategies into the evaluation process. In this paper, a risk quantification model is developed, which successfully quantifies the risk associated to dilution, as a function of production rate. This model is then validated in a case study on the Chuquicamata Underground Mining Project.

## **RESUMEN**

Los métodos tradicionales de cuantificación de riesgo proporcionan muy poca información sobre el origen del riesgo, y tienden a producir evaluaciones estáticas y sobre-conservadoras, que no tienen en cuenta los cambios que pueden producirse en el rendimiento económico del proyecto. Las decisiones de inversión en grandes proyectos mineros requieren modelos de evaluación de riesgo más complejo, que incluya el valor de la flexibilidad, y los distintos niveles de riesgo asociados a la incertidumbre en las variables del proyecto, como el precio, la ley del mineral, la dilución, la capacidad de producción, etc. En este contexto, los métodos de evaluación mediante Opciones Reales tienen probado potencial para cuantificar el riesgo asociado con dichas variables, e integrar en el proceso de evaluación el valor de escenarios alternativos y estrategias de gestión. En este estudio, se desarrolla un modelo de cuantificación de riesgo que logra cuantificar de forma exitosa el riesgo asociado a la dilución de una mina, como función del ritmo de producción. Este modelo es validado en un caso de estudio del Proyecto Chuquicamata Subterránea.

## 1. INTRODUCTION

Unlike any other industry, mining's "raw material" (ore), is not a commercial product for which the buyer knows the exact composition and properties, but rather a natural material, which chemical composition and physical properties are unknown and variable over the life of the mine. This fact explains why the orebody is, in most cases, the main source of risk in a mining business [54]. In mining, the grade, economic value and physical properties of the ore must be estimated from sampling, laboratory testing and expert judgment. As the result, the tonnage and the unit value of the resource inventory varies with the price of commodities and other market parameters. All these variability causes mining project's revenues to be dynamic rather than precise values, and because of this, both the downside and upside potential of a project need to be accounted for in its valuation and risk quantification [43].

Because of the uncertainty on ore inventory (reserves) and its variability with time, capital investment decisions cannot rely on a static parametric evaluation of expected cash flows, such as the discounted cash flow (DCF). This can only provide a static picture of project value associated to a "base case" scenario, on which managers must decide "green light", but fail to consider the dynamic character of decision making over the life of the project.

Conversely, Real Options Analysis (ROA) represents a better approximation to the way an investor sees a project: accepting that the future is uncertain, and that a good evaluation requires a thorough work identifying potential responses to the ranges of possible future conditions. This so called "future conditions" include internal (technical) as well as external (market) variability [2]. In general, an option - financial or real - is a right, but not an obligation, to perform an act for a certain cost, at or within a period of time. As so, options are able to add value as they provide opportunities to take advantage of uncertain situations, gaining from favorable scenarios, and hedging from downside risks [20], [31].

Current applications of the ROA focus mainly on external variables, such as commodity price, exchange rate, etc. which are controlled by external factors and cannot be engineered. However, the applicability in these “out of the project” area is fairly limited, and it has been widely studied, though not at all widely implemented.

This study focuses on analyzing the potential of RO valuation as a tool for quantifying and managing the risk associated to the variability of technical mine planning variables.

## **2. STATE OF THE ART - RISK QUANTIFICATION METHODS**

Risk management may be defined as the act or practice of dealing with risk. This corresponds to a process or flow of actions comprising of: (i) Planning for Risk, (ii) Assessing risk issues, (iii) Developing risk handling strategies, and (iv) Monitoring risk to determine how they have changed. The goal of this process is to acquire a better understanding of the project’s possible outputs, in order to make the correct decisions, i.e. the decisions that maximize the project’s value.

Risk is associated to variables which present a relative uncertainty in their value, commonly but not necessarily related to the presence of partial information [54]. There are some types of risk (especially market risks), which cannot be eliminated by acquiring more information. This type of risks are related to a residual uncertainty, which is the risk that is left, when investing one more dollar in increasing the information results in less than a dollar on risk reduction. In other words, investing in more information may reduce risk, but actually eliminating it represents an excessively conservative approach which requires spending great amounts of capital, and doesn’t guarantee absolute results.

In a mining or industrial project, risk quantification refers to the process of estimating the expenditures required to eliminate (or reduce up to an acceptable level of

confidentiality) the uncertainty associated to a given variable. This quantification represents a fundamental step in risk management, and it is a key phase in the process of decision-making under uncertainty. Quantification procedures may be classified into three approaches:

- i) Expected Monetary Value (EMV)
- ii) Expected Opportunity Loss (EOL)
- iii) Expected Value of Perfect Information (EVPI)

Traditional risk valuation methods for mining projects fall into the EMV approach, where basically the value of the worst case scenario is used as point of comparison to quantify a given risk. EOL approach represents a quantification method that calculates the value of feasible alternative scenarios, and compares them with the base plan. Finally, as it was mentioned before, the EVPI approach corresponds to an excessively expensive and conservative approach, which is impossible to obtain in mining projects.

In this study, a variation of the EOL approach is proposed, using Real Options as the tool for analyzing the alternative scenarios. Here, a flexible system will be evaluated as point of comparison from the base case.

## 2.1. TRADITIONAL RISK VALUATION METHODS – EMV APPROACH

Traditional valuation methods correspond to static analysis of projects, where variables are considered fixed parameters, rather than uncertain values (such as the DCF valuation), and risk management is done based on completely uncertain variables, instead of risks with probabilities assigned to their possible values.

Traditional risk management strategies focus on designing a system capable of responding to all possible outcomes, trying to eliminate risk by creating expensive but safely robust operations that can defend themselves from various outcomes. However, there is actually only one final outcome, and correctly forecasting it is fairly impossible,

especially in mining projects where a large number of variables (e.g. financial, metallurgical, geological, human, etc.), some of them interrelated, create a very complex scenario. As stated by De Neufville and Scholtes, 2011[17]:

*“We have to recognize the inevitable uncertainty of any prediction and give up on the impossible task of trying to develop accurate forecasts of long term futures”.*

The resource business is about managing risk, not necessarily eliminating or minimizing it, since this could cause losing valuable opportunities [43], [54]. In this line of thought, flexible designs don't provide the best results under all circumstances, but they do achieve lower cost, proactive systems capable of coping with a range of possible futures.

If variability is not accounted for, the most common approach to evaluation is to define a “mid-case”, falling into the trap of the “flaw of averages”, and considering risk as the worst case scenario, thus obtaining a consequent poor quantitative understanding of many tradeoffs between interacting variables [17], [60]. Conventionally, when dealing with static cash flow models, risk quantification methods are limited to scenario and sensitivity analyses [50], [56], [60]: the former by re-calculating project's performance under a number of alternative scenarios; the later simply varies one or more parameter to see the impact this has over the project's value, and from this, it supposedly defines the most representative variables.

However, even though the previous methods described deliver an indication of the project's NPV, they don't account for real uncertainty, as there is no guidance on the probability of occurrence of the variables being considered, nor do they provide any information on the variables' actual range of value.

## 2.2. LIMITATIONS OF TRADITIONAL VALUATION METHODS

Traditional DCF valuation methods provide reliable results when flexibility options are not available, or when the project's uncertainty is limited and cash flows are fairly

constant, but show great inconsistencies when parameters present variability. Several crucial limitations are described in the literature when referring to the conventional DCF valuation method, particularly when applied to mining projects. First, DCF assumes that all the analyzed variables are fixed parameters, not considering their stochastic reality [42]. A second limitation is that traditional DCF assumes that investment decisions are made “now or never”, without considering the value of strategy and management [2], [9]. A third limitation is that the DCF method collapses all sources of risk into a single parameter: the discount rate, which is commonly shared among all the company’s projects [42], [50]. As the result, DCF methods tend to undervalue projects by not considering management options and other scenarios alternative to the “base case” [30].

In fact, during the operational stage of a project, management has the capacity to react to the variations of extrinsic parameters, by making decisions which should aim to minimize negative outcomes and take advantage of positive scenarios. In many cases, future management reaction can be predicted and considered as real options at feasibility decision. Traditional DCF neglects the value added associated to future management reaction to change and therefore, it may lead to wrong feasibility decisions. Samis et al [49] states that the fundamental difference between DCF and ROV lays in how cash flow uncertainty on the project’s value is accounted for. The challenge is to design a system that can cope with several futures by building enough flexibility into it, to allow management to adapt [17]. ROV provides the tools to do this: integrating flexibility into the initial model, thus increasing its reliability.

### 2.3. REAL OPTIONS AS A SOLUTION – EOL APPROACH

Despite the general belief, Real Options Valuation (ROV) is not a substitute of the conventional discounted cash flow method (DCF), but rather a complement that fills the gaps that the DCF cannot address [28]. ROV uses DCF within a more sophisticated structure, capable of capturing the different options that exist on an investment project and the value associated to the possibility of management to react to change. In other

words, ROV helps managers study the opportunities that will be presented in the future, being able to plan strategic investments upfront [2].

Real Options Analysis and Valuation methods (ROA/ROV) were created by acknowledging the similarities that exist between financial options derivatives and tangible investment projects; thus the name of “Real Options”.

#### 2.4. REAL OPTION VALUATION

A key concept of options (real or financial) is that they are an asymmetric derivative; this means that to acquire an option, one must pay a premium upfront (i.e. buy the option), besides from the future expense that may be incurred in if the option is exercised. Flexibility is favorable but it's not free, so the important thing to establish is how much the project's owner is willing to pay today for an option, in order to increase flexibility and reduce risk in the future.

It must be stated however, that a flexible design permits but does not require expansion or change. The upside of these designs is that they recognize that uncertainty will reduce as the system develops, thus allowing for better judgment when making strategic decisions [17].

There are three known methodologies of option valuation resolution:

- i. Partial Differential Equations,
- ii. Binomial Models, and
- iii. Simulation Models.

Partial Differential Equations include analytical, numerical and finite difference calculations. The core of this method's resolution is that it equals the change in the option's value to the change in value of a reference financial portfolio [2]. The most known analytical valuation model is the Black & Scholes formula (1973), developed to



solve European call options. However, these models are not really applicable for valuing real investment projects, as the conditions needed for the formula to actually apply are at most, ideal.

Binomial models are widely used, as they are flexible and easy to understand. Besides, their diagrammed evolution is similar to a cash flow, so the decisions made upon them tend to be very transparent. However, in binomial trees the level of complexity grows exponentially with the number of uncertainties being considered, and so, their range of use is limited.

Finally, Simulation Models, with the most common being Monte Carlo simulation, in contrast with the previous valuation methods, enables the analysis of an endless number of variables, as the software developed for this purpose is vast and quite sophisticated. It can simulate European (fixed exercise time) as well as American (free exercise time) options, and it allows the valuation of complex problems without the need of over simplified unrealistic assumptions.

## 2.5. FROM OPTIONS ON PROJECTS, TO OPTIONS IN PROJECTS

Until recently, all ROV applications had focused on market risks and uncertainties, where they have proven to be a very useful valuation method. In this aspect, real options have been widely studied, and thus, the scope for innovative work on this topic line is limited.

It's important to notice that real options are not limited to market changes, but can also be used to evaluate internal, tactical uncertainties that affect the project. Wang and de Neufville [58] define the concept of options “on” projects, as the options that analyze variables that act upon the project (external conditions), and options “in” projects, as options that have the potential to actually change the design of the technical system. In other words, options that work upon the engineering variables, technology uncertainties and technical risks of the system.

Kazakidis and Scoble [26] state that flexibility needs to be built into the project to not only act as insurance against adverse scenarios, but also to enable managers to take advantage of opportunities that may develop during the life cycle of the operation. Following this line of thought, real options' application in mining projects have matured into "mixed" views, focused on market uncertainties, but also acknowledging, as an "in" project's starting point, the mine's geological uncertainty.

Internal variables related to the geology of the orebody were first studied by Dimitrakopoulos, Farelly and Godoy [20] in year 2002, by using conditional simulation to develop mine planning options that integrate geological uncertainties into the valuation model. In this research line, some authors have now applied "in project" ROV to evaluate compound risk from extrinsic and intrinsic variables. Dimitrakopoulos, Martines and Ramazan [20] modeled price and geological uncertainties together in order to account for the risk associated to grade uncertainty when evaluating a project. Here, the authors decide from the simulation results by defining a "minimum acceptable return" on investment, and the option is valued as the range between the downside risk insurance, and the upside potential advantage. Musingwini, Minnitt and Woodhall [38] refer to a "flexibility index (FI)" defined by Kazakidis and Scoble [26], that represents the option's impact over the system, and apply it to a production flexibility option. This is done by managing ore availability, i.e. the amount of free face required not only to meet production, but to acquire "technical flexibility" ( $FI > 1$ ). All this applied to a South African underground reef mine, located in the Bushveld Complex.

Dimitrakopoulos and Sabour [19] studied an operational flexibility option including price and geological uncertainties, and use ROV and DCF for valuing an actual mine that in real life has already been extracted. Their study shows that the ROV design is about 15% higher than the DCF. Sabour, Dimitrakopoulos and Kumral [44] apply Monte Carlo simulation and Whittle pit design optimizer software to develop a method to rank the simulated mine designs. Akbari et al [1] include the same uncertain variables in their model, but also acknowledge that reserves are not only uncertain due to lack of

exploration, but because they are dependant of price (due to cut off changes). Here, the author uses a binomial tree to simulate the metal price, and defines the optimal starting point of the mine, and the ultimate pit limit (dependant of “today’s” price). Li and Knights [29] innovate and apply real options analysis into short term mine planning, by managing haulage routes to two different dumps, dependant of fuel price, which is also modeled as a mean reverting process of a geometric Brownian motion.

Although the applicability of ROV “in the project” have great potential, reference on the subject are scarce. A relevant example is Kazakidis and Scoble [26], where three “in the project” option scenarios on ground-related problems are studied: first, a sequencing option for increasing the flexibility of the production plan; second the option of hiring extra rehabilitation crew to deal with ground-related problems; and third, a trade-off study between different flexible alternatives in order to optimize the mine plan. The decision is made by using two parameters: first, the same flexibility index as in [38] and the capital cost of each option (the option’s price). This is a very good example of real option’s applications “in” projects, but here, the focus is placed on increasing project flexibility rather than managing or quantifying its risk, which is the focus in the present study.

### **3. RISK MANAGEMENT MODEL**

One of the goals of this study is to demonstrate the potential of real options analysis to quantify and manage the risk associated to a mining project. This is, studying uncertain scenarios of feasible technical solutions, and including them as the project’s new flexibility, in the design and valuation processes.

Risk results from the uncertainties present in the project, these uncertainties can create value and opportunities, but to do so, they first must be identified and characterized. Some uncertainties may be reduced by investing in more and better information, like paying for more drill holes in order to have a better knowledge of the

orebody. However, for some project variables, such as commodity price, the level of uncertainty cannot be reduced following that strategy.

In this context, flexibility has proven to be the best way of managing risk; this means investing in a flexible design, that is capable of meeting the project requirements for a range of possible future values. Real options philosophy proves to be a powerful tool to manage risk through implementing flexibility in the design. However, not all types of risks may be managed by this method.

Botín et al [5] presents a classification of the risks present in an investment project, which consists in four groups, differentiated depending on their probability of occurrence and on the impact of the events. The categories are: fatal flaws, manageable risks, catastrophic risks and bearable risks. The graphical representation is shown in Figure 1.

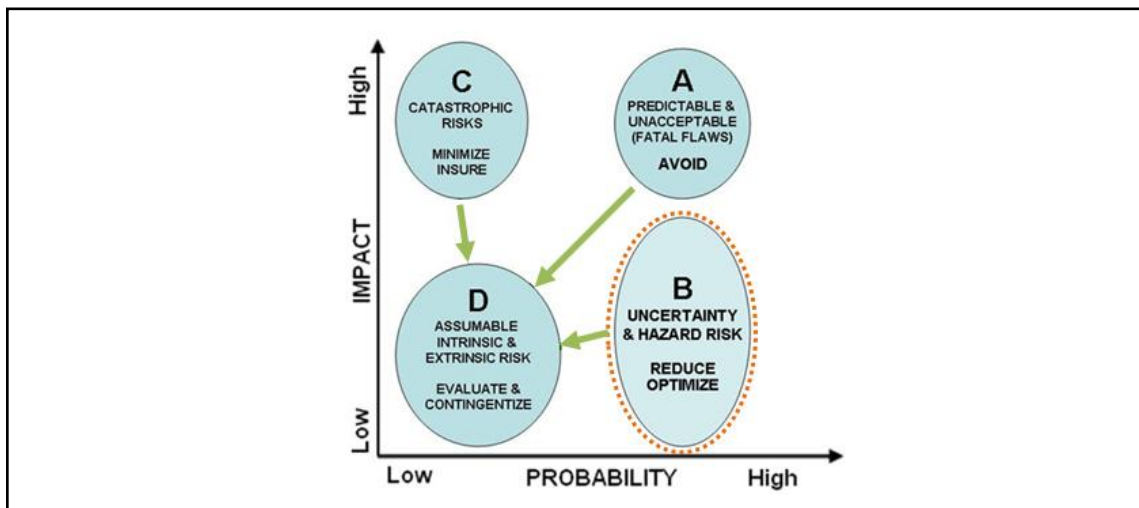


Figure 1: Risk Classification Matrix

Using this classification, a risk management flow model has been developed and is shown in Figure 2. Its goal is to define the actions that must be taken to evaluate each type of risks. According to this flow chart, risks A and C must be taken into account by a change in the basic engineering of the project, as they must be prevented at all cost (this action is especially focused on type “A” risks, which require a thorough revision of all

possible project outcomes). At the opposite end are type D risks, where the cost of managing them is higher than the maximum possible gain obtained by eliminating them, and thus, they must be accepted as “bearable” (or “bankable”), and are not considered in the analysis.

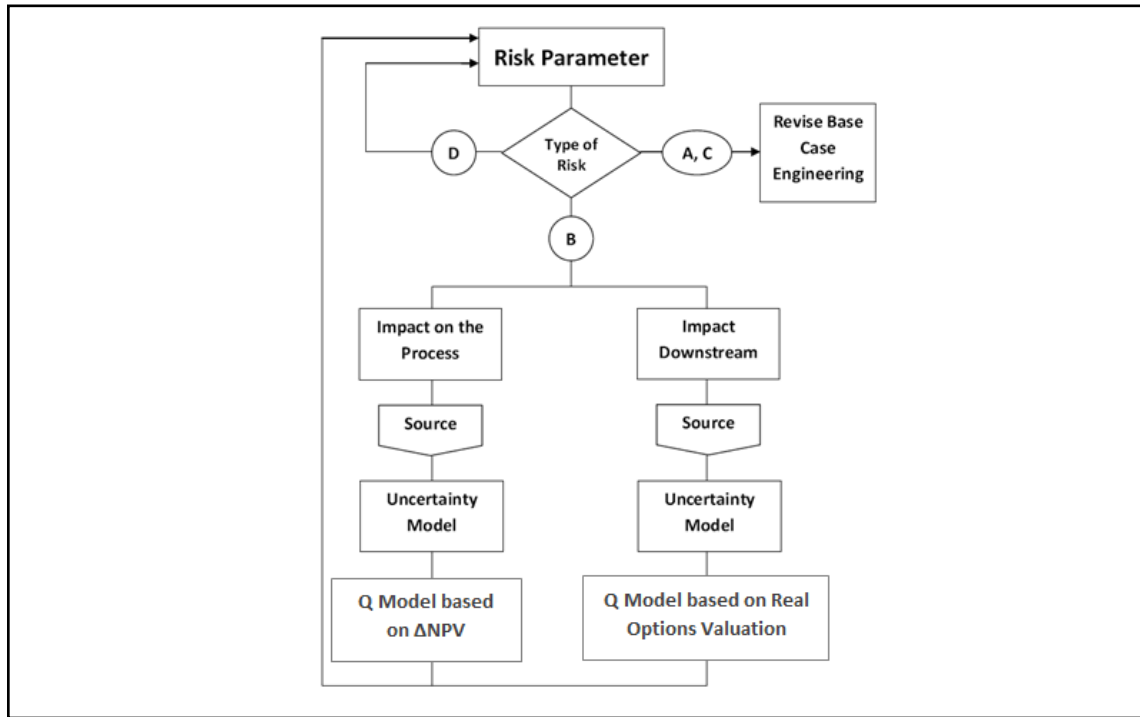


Figure 2: Risk Managements flow chart

Anyhow, the scope of this study focuses only on type B risks, particularly on technical risks that may affect the project at prefeasibility stages, and stay latent along the project cycle, from early exploration to mine closure. These risks are associated to variables that have an effect over the project’s value, but can be controlled and managed through different measures.

Type B risks can be subdivided into two classes: on one hand, risk related to variables whose impact is limited to one process, within the value chain presented in Figure 3, but do not have an effect in downstream processes. For example ore hardness, where the higher the hardness, the lower is grinding performance and the higher energy consumption, thus, reducing milling rates and cost, reducing project’s NPV. However,

this impact may be managed within the process by investing in a larger mill and thus risk may be quantified on the difference of NPV between reality and the alternative without risk (left flow of Figure 2). The second type of risk (see flow chart), is the one associated to variables that do have an impact on downstream processes, for example ore grade and dilution. In this case, a decrease in ore grade estimation during the ore body evaluation stage, as well as an increase in dilution, have an impact on the amount of metal extracted, processed and produced, affecting all the project's whole life cycle. As shown in Figure 2, these types of risks may be considered as “un-eliminable”, and thus can be evaluated and managed by using real options analysis, as different scenarios should be analyzed to define the final model. In this case, the project's value corresponds to a function of the values obtained by the different options considered, defining scenarios and their probability of occurrence, according to the variable's possible behaviors.

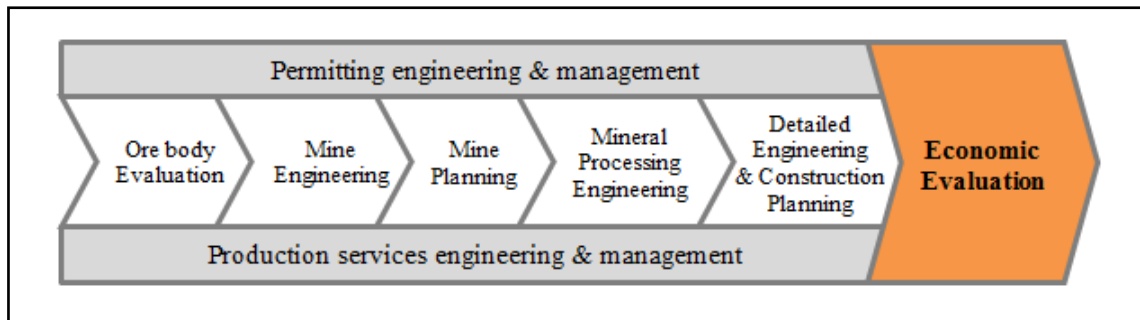


Figure 3: Mining Project's life cycle

## 4. CASE STUDY

### 4.1.CONTEXTUALIZATION

The risk in a Mine Plan results from the uncertainties on the value of some critical variables, such as ore grade, dilution, efficiency, performance, metal price, etc. The goal of this Case Study is to develop a RO model to estimate the risk derived from the uncertainty on the value of grade dilution. The proposed model combines ROV and

Monte Carlo simulation of the project's life cycle, to monitor the results of the handling strategies. It is worth noting that this ROV model will stay independent from external variables (market conditions), focusing solely on this internal/technical variable: mine dilution, and thus extending RO's common applicability.

Dilution is a key variable in most mining projects. Its value depends on the mining method, the geometry and regularity of the orebody, the rock quality, etc. and in some cases may reach values as high as 50%. In a mine plan, grade, ore recovery, dilution and production performance are assumed constant in the planning model. In this context, ROA will be used to evaluate the risk related to the actual uncertainty on the value of dilution. Although ROV can be applied to many other internal and external variables, the scope of this case study is bounded, focusing only on dilution: a high impact technical variable that, when underestimated, may cause significant production losses.

#### 4.2. BASE CASE

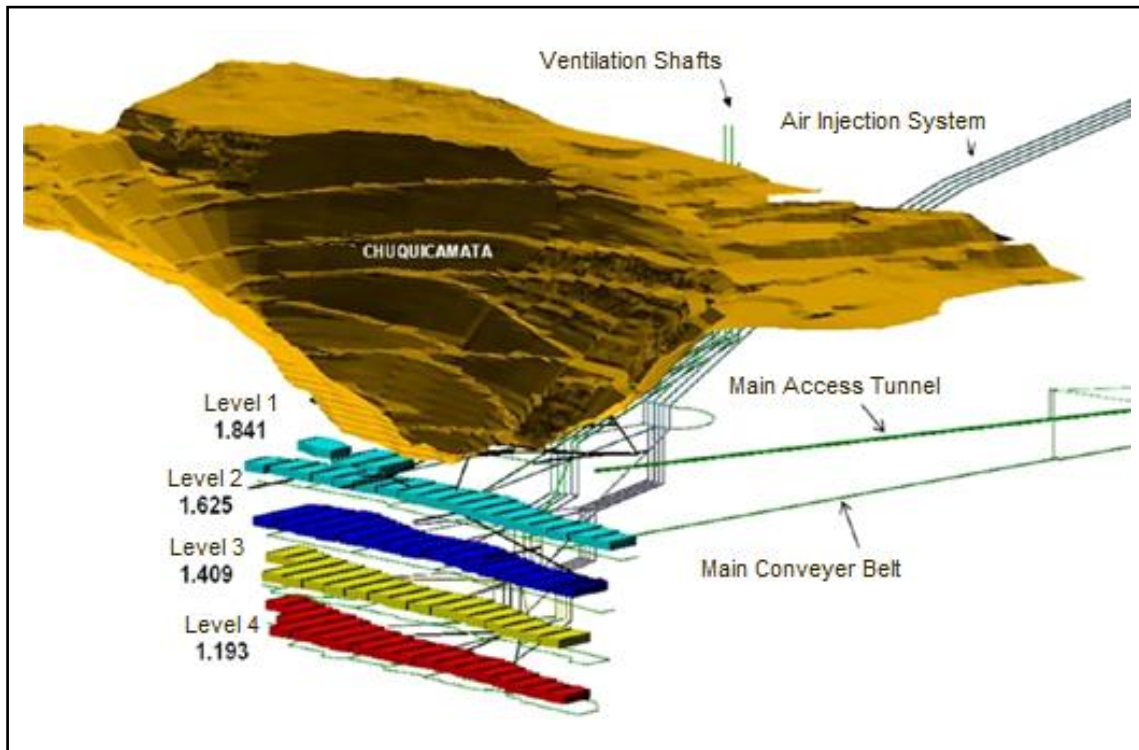
The case study analyzes the Chuquicamata Underground Mine Project, owned by Codelco, the Chilean Company of Copper. The mine, located 16km north from Calama, Chile, has been operating by opencast mining since 1915. However, due to the increasing transportation costs and strip ratios, is now planning to go underground, as a block caving operation.

The orebody is a porphyry copper with an average grade of 0.71% Copper and 310ppm Molybdenum, and the mineable reserves amount to 1.7 billion tons of ore. The project is based on a production rate of 140ktpd, for a mine life of 40 years, which makes this project one of the largest underground operations in the world (see Appendix A for details).

The mining method selected is "Macro-Block Panel Caving". The mine layout is based in 4 extraction panels of approximately 250m high and 60 Ha of undercut surface area. Each panel is subdivided into approximately 20 "macro-blocks", of around 120m

by 300m each. The mining sequence proceeds from the top panel downwards and from the center of each panel outwards along the West Fault. The caving of each panel is planned to overlap with the panel below as required by overall ground stability.

A sketch of this mine design is presented in Figure 4.



**Figure 4: Chuquicamata Mine Design and General Layout**

One of the most important aspects in this mining method is the control of dilution. Caving methods rely on gravitational forces for rock fragmentation and flow and thus, the control over this process is rather limited. There are several methods that have been developed to estimate dilution in block caving, but anyhow, the resultant level of uncertainty is considerably high.

At present, the project is in its early stages of development and production. Start-up is scheduled for 2019, with a ramp-up period of 6 years, a ramp-down period of 5 years, and 29 years of steady production at maximum capacity [41]. The operational and



capitalcost data as well as all other base case assumptions provided by Codelco and are summarized in Table 1. Details are available in Appendixes B and C.

**Table 1: Data assumptions**

| <u>Market variables</u>        | <u>Unit</u> | <u>Cu</u> | <u>Mo</u> |
|--------------------------------|-------------|-----------|-----------|
| <b>Price</b>                   | US\$/tf     | 5 517     | 28 200    |
| <b>Payable metal</b>           | %           | 96.6%     | 97.3%     |
| <b>Treatment Costs</b>         | US\$/tdm    | -196      | -980      |
| <b>Refinement Costs</b>        | US\$/tf     | -331      | -1 380    |
| <b>Distribution Costs</b>      | US\$/thm    | -89       | -109      |
| <b>Net Smelter Return</b>      | US\$/tf     | 4 177     | 23 853    |
| <b>Discount Rate</b>           | %           | 8%        |           |
| <u>Technical variables</u>     | <u>Unit</u> | <u>Cu</u> | <u>Mo</u> |
| <b>Cut-off grade</b>           | %           | 0.430%    | -         |
| <b>Ore average grade</b>       | %           | 0.711%    | 0.031%    |
| <b>Diluting rock grade</b>     | %           | 0.100%    | 0.002%    |
| <b>Extraction levels</b>       | unit        | 4         |           |
| <b>Dilution (1st level)</b>    | %           | 12.5%     |           |
| <b>Dilution (other levels)</b> | %           | 15.0%     |           |
| <b>Mining Recovery</b>         | %           | 83.0%     |           |
| <b>Extractable Reserves</b>    | kton        | 1 760 000 |           |
| <b>Production Rate</b>         | ktpa        | 50 400    |           |
| <u>Metallurgical variables</u> | <u>Unit</u> | <u>Cu</u> | <u>Mo</u> |
| <b>Humidity</b>                | %           | 8.50%     |           |
| <b>Metallurgical Recovery</b>  | %           | 86.35%    | 64.92%    |
| <b>Concentrate grade</b>       | %           | 50.00%    | 32.19%    |

Considering the previous information, an annual cash flow was developed; a summary of this cash flow is shown on Table 2. This valuation will be used as a starting point to compare the options that will be developed further on.

The “Operation” values shown in Table 2 correspond to the average values for the 29 years of steady operation at maximum capacity. The ramp-up and ramp-down flows are presented in the extended cash flow, which is available in Appendix E.

**Table 2: Base Case Cash Flow summary**

|                  | <i><u>Unit</u></i> | <i><u>Operation</u></i> |
|------------------|--------------------|-------------------------|
| <b>Period</b>    | <b>year</b>        | 7 - 35                  |
| <b>Ore ROM</b>   | <b>Mtpa</b>        | 50.4                    |
| <b>Cu Con.</b>   | <b>Ktpa</b>        | 942                     |
| <b>Mo Con.</b>   | <b>Ktpa</b>        | 34                      |
| <b>OPEX</b>      | <b>MUS\$</b>       | 548                     |
| <b>TAX 57%</b>   | <b>MUS\$</b>       | 378                     |
| <b>CAPEX</b>     | <b>MUS\$</b>       | 85                      |
| <b>Cash Flow</b> | <b>MUS\$</b>       | 343                     |

#### 4.3. RISK FROM DILUTION

The economic impact - risk - of a greater than expected dilution relates to the reduction of mill feed grade (ROM grade), and the corresponding reduction of concentrate production. Therefore, the risk management strategy would be to implement flexibility by designing the mining and mineral processing systems with a higher production capacity, capable of processing the extra waste rock resulting from higher dilution, so that copper production rates may be sustained when dilution is higher than the expected 12.5% (Base case). In other words, a production system capable of maintaining copper production rates at maximum dilution value should be considered as a “dilution risk-free option”. And to value this flexible risk-free system, ROV will be used.

As it was explained, extra flexibility means extra costs, both capital and operational. The extra CAPEX results from the additional capital investment in equipment and infrastructure required for a larger production capacity; the extra operating cost (OPEX) results from the increase of variable operating costs, such as power, materials, spare parts, fuel, etc. Resembling this cost structure to the option derivatives, the CAPEX corresponds to the premium paid up front to “buy” the option of flexibility, and the OPEX represents the exercise cost, that must be paid only if the option is applied.

#### 4.4. COST OF FLEXIBILITY

To calculate the extra capital cost associated to a higher production rate, the William's model is used. This model is based in the cost relationship that exists between two plants or equipment of different capacity, power or volume, but of similar characteristics. It establishes the following relation:

$$C_A = C_B \left( \frac{Q_A}{Q_B} \right)^m \quad (1)$$

Where:

$C_A ; C_B$  = Capital expenditures of plants A and B

$Q_A ; Q_B$  = Production capacity of plants A and B

$m$  = Williams' exponent

In this case, Williams' model is applied to evaluate the cost of a capacity expansion of the mining and processing systems. In other words, plant A corresponds to the system with increased production capacity, and plant B corresponds to the original system, with the Base Case capacity of 140ktpd. Williams' exponent "m" depends on the investment's volatility and the presence of economies of scale, and varies by equipment, plant's process and industry [37]. Mining process plants are commonly evaluated with an exponent of 0.8, however, as complete mining operations tend to be more variable, an exponent of 0.7 is used.

As a cost estimating method, Williams' model is only valid for an "order of magnitude estimate". However, when used to estimate the CAPEX for the same system, at two different production rates, it provides the necessary accuracy. This way, for this case study, the Williams formula may be expressed in a simplified form as:

$$C_A = C_B \cdot (1 + r)^m \quad (2)$$

Where  $r$  = plant's expansion weight factor.

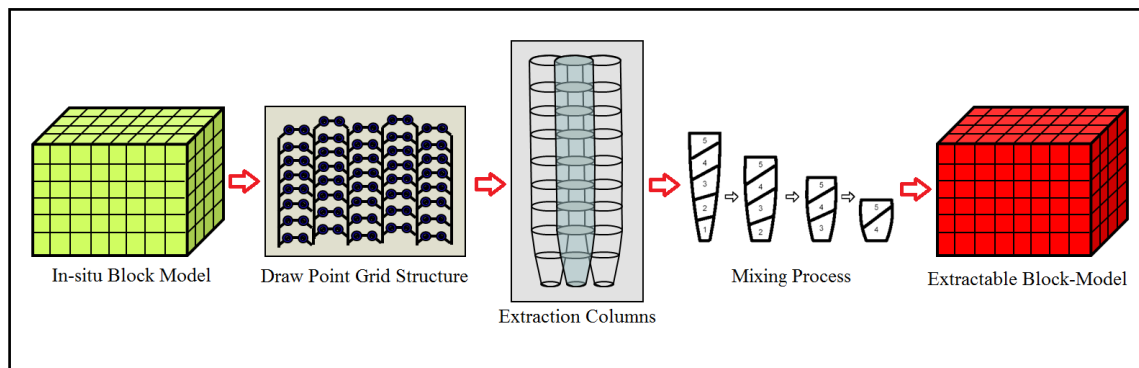
Now, the main difficulty of this quantification is to determine the appropriate weight factor, that hedges the project from the risk derived from uncertainty on dilution, without over dimensioning the operation. To do this, we first must understand how the dilution will behave once the mine is being exploited; this is explained in the following chapter.

#### 4.5. MODELING DILUTION IN BLOCK CAVING

##### 4.5.1. BASE CASE VERTICAL DILUTION

As mentioned before, caving methods are characterized by having a low control over waste dilution. Once a block is in production, there is no way to determine the volume of influence of a draw point, nor the dynamics of the rock mass flow.

Several draw models have been developed to simulate the ore-waste mixing process, which relate draw dynamics with rock quality and geology of the orebody [10]. Figure 5 shows the process that must be followed to obtain the extractable block-model. In this case study for the fourth stage of this flow, the volumetric mixing process model developed by D. Laubscher was used [17], [23].



**Figure 5: Block-Model mixing simulation process**

The Laubscher model is based in one parameter, the PDE (percentage of dilution entrance), that represents the percentage of the column's height that must be drawn

before waste material starts to flow into the draw point. In theory, the PDE represents the velocity at which the particles mix inside a column. Figure 6 shows a column before and after mixing (horizontal lines represent the original model, and the red diagonal lines show the movement of particles after mixing). The bottom “slice”, represented in yellow, shows that a portion of the two slices above have occupied the original volume of the bottom slice, and the fourth “slice”, in blue, illustrates how at a given column height the mixing is such that the original mineral is just a fraction of the content of the slice that will actually be extracted.

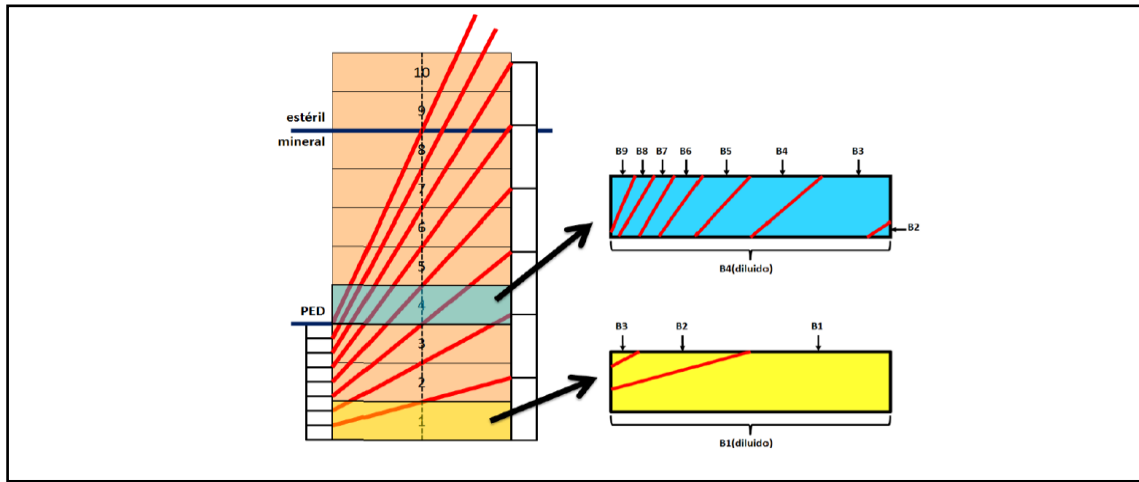


Figure 6: Column's mixing by PDE

From Figure 6 it may also be noticed that the PDE is actually a linear representation of the mixing process. This observation agrees with its mathematical definition:

$$PDE = \frac{H_c - HIZ / (dcf * s)}{H_c} \quad (3)$$

Where,

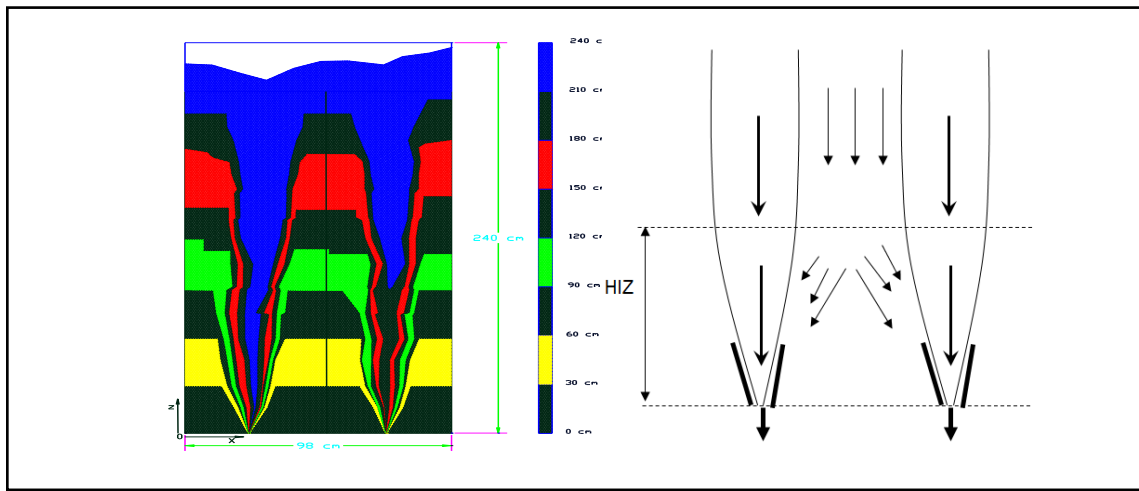
$H_c$  = Column height (m)

$HIZ$  = Height of Interaction (m)

$dcf$  = Draw control factor

$s$  = Swelling factor

The column height is variable and can be adapted to obtain the desired PDE. There are several Laubscher abacuses available to determine the draw control factor and value of the interaction height, which represents the height where the column starts flowing vertically (Figure 7). The swelling factor is a geotechnical input, and will depend on the rock quality.



**Figure 7: L – rock flow simulation. R – HIZ definition and simplified rock flow direction**

It may be inferred from equation (3) that this model works with each column independently, without taking into account the effect of the neighbor columns' reaction to caving. Correspondingly, as the model's output is a linear mixture along the column, and as Figure 6 shows, the diagonal line that represents the waste material entering crosses the column's center at exactly the mid distance of the diagonal, assuming a PDE of 0% would mean that a fourth of the column is replaced by waste, what translates into a dilution of 25%. Now, with a PDE of 100%, there is no waste in the columns, which of course corresponds to a dilution of 0%. Extrapolating these two relations, the PDE value may be expressed in terms of dilution percentage value with the following equation:

$$Dilution (\%) = 0.25 \cdot (1 - PDE) \quad (4)$$

According to the studies made by Codelco, the value for the PDE is 50% for the first level and 40% for the following three levels, what translates into a dilution of 12.5% for the first level, and 15% for the subsequent levels (Eq. 4).

#### 4.5.2. DILUTION VARIABILITY

The Laubscher model is deterministic, i.e. it assumes that ore geometry and mechanical behavior is constant for the block, which is an oversimplification. Here, the in-situ and the diluted block models produced by the Laubscher's method are used to develop a stochastic function, which represents the uncertainty of dilution.

Even though the 40% PDE value considered for the base case translates into a 12.5% dilution, this value is not constant for the whole mine, not even for a particular column. As Figure 8 shows, an ideal case with no dilution presents a constant ore grade until the column has been completely extracted (represented in blue), however, because of dilution, in reality ore grade starts to reduce gradually long before the column is completely mined (in this case study, when the column extraction is approximately 40%).

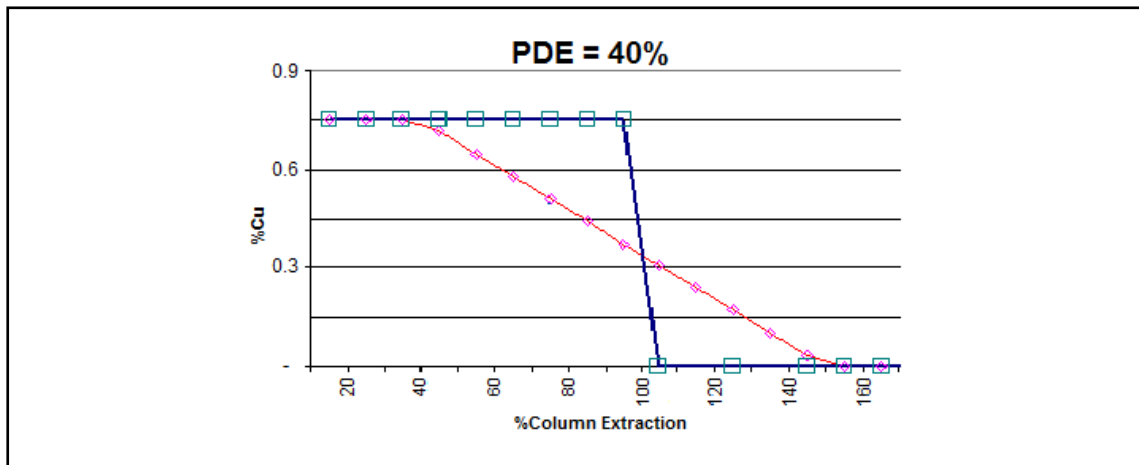
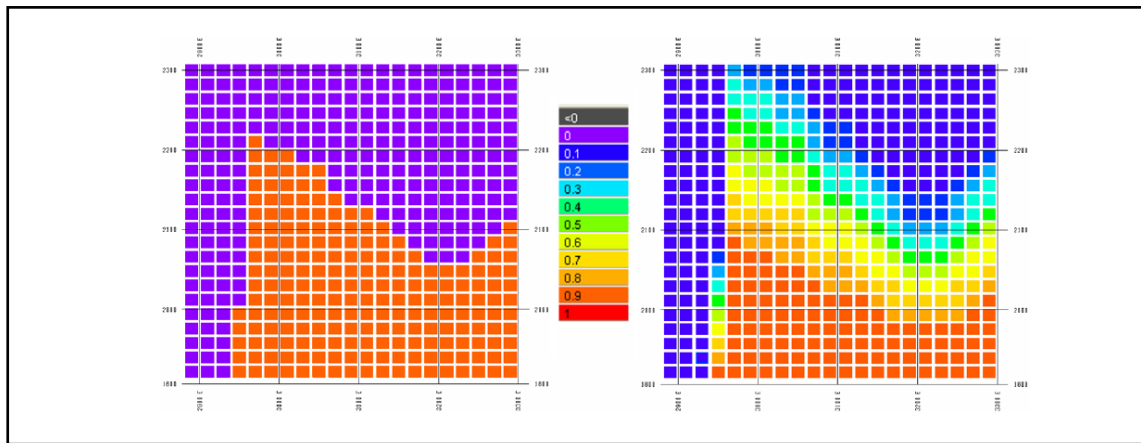


Figure 8: Effect of the PDE along the extracted column

This gradual grade reduction is the source of uncertainty for this particular mixing method, because on one hand, it is impossible to know with anticipation the exact

percentage of column extracted when waste material first appears. On the other hand, in reality, dilution doesn't occur linearly as this model supposes, making it impossible to state a certain PDE value, as the mixing may be misleading.

This same effect is presented in Figure 9, where the left image presents the contour of in-situ ore body with the host rock, and the right image shows the resulting ore body after a mixture of a 40% PDE. Three conclusions may be inferred from this image: first, that clearly there is a dilution variability acting upon each column, which may be perceived as a source of uncertainty and risk. Second that Laubscher's volumetric model acts only vertically over the column, without considering the sloping or horizontal flow of waste; and finally, that a probability distribution model for dilution behavior should present a higher frequency for low percentage dilutions (presented in orange on Figure 9), and a gradually reducing frequency for higher values.



**Figure 9: Orebody Contour before (left) and after (right) mixing for a 40% PDE**

The gradualism of grade behavior may be expressed as a distribution function, which is obtained by dividing the block model data bases by level, to create 4 sub-databases. Then for each block model (diluted and undiluted, by level), a histogram is created, discretized to the 0.1% copper grade, with its corresponding cumulative probability graphs. Finally, the percentile variability is obtained by comparing by range, the grades



of the original in-situ model (left of Figure 9), with the diluted model obtained by Laubscher's simulation (right of Figure 9), as expressed on equation 5.

$$Variability = \frac{\%i_{insitu} - \%i_{mixed}}{\%i_{insitu}}, \quad \%i_{insitu} > 0 \quad (5)$$

A new histogram is created with the data obtained from the four panels' sub-databases, to obtain the probability of occurrence of dilution value per block.

This procedure allows not only determining the most probable dilution value (base case), but at the same time it models the uncertainty on the variable. The resulting histogram is presented in Figure 10, where the intervals used coincide with the ranges used to obtain the previous variability.

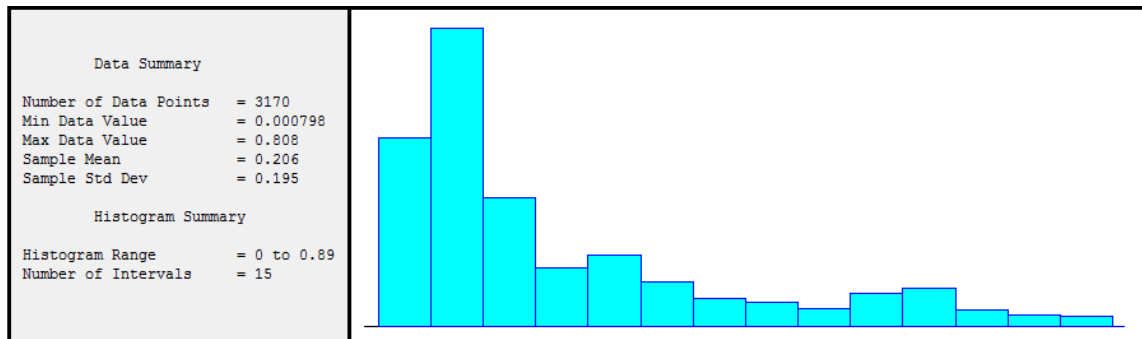
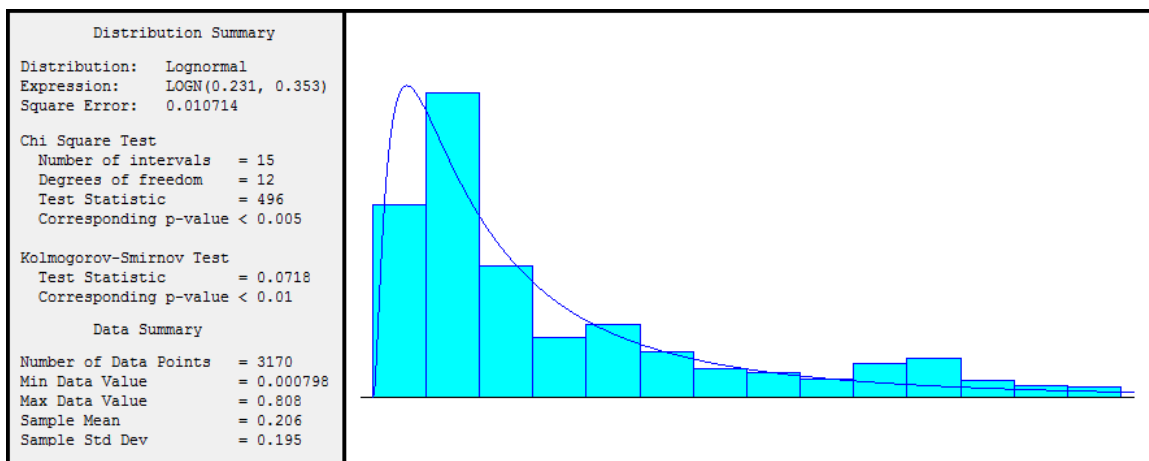


Figure 10: Vertical Dilution's resultant histogram

Loading the values of this histogram into the Student Edition of Arena Software<sup>1</sup>, and running the input analysis tool, it is possible to find the probabilistic function that best fits the variable's behavior. With the corresponding parameters obtained by the probabilistic function (mean, mode, standard deviation, etc.) it is also possible to estimate with an order of confidence the future values that can be obtained for this variable.

<sup>1</sup> This Software specializes in simulation and automation, developed by Systems Modeling, which uses SIMAN processor and simulation language. The Student edition is a free version used for academic purposes.

In this case, the data was best represented by a lognormal distribution, with a mean of 23.1% dilution and a standard deviation of 35.5% (Figure 11). This fit presented a square error of 1.071%, what makes it a very good fit, and a robust method to define the expected value of the mine's dilution. It may also be noticed that, just as it was expected from the observations of Figure 9, low dilution values present a higher frequency, which reduces gradually.

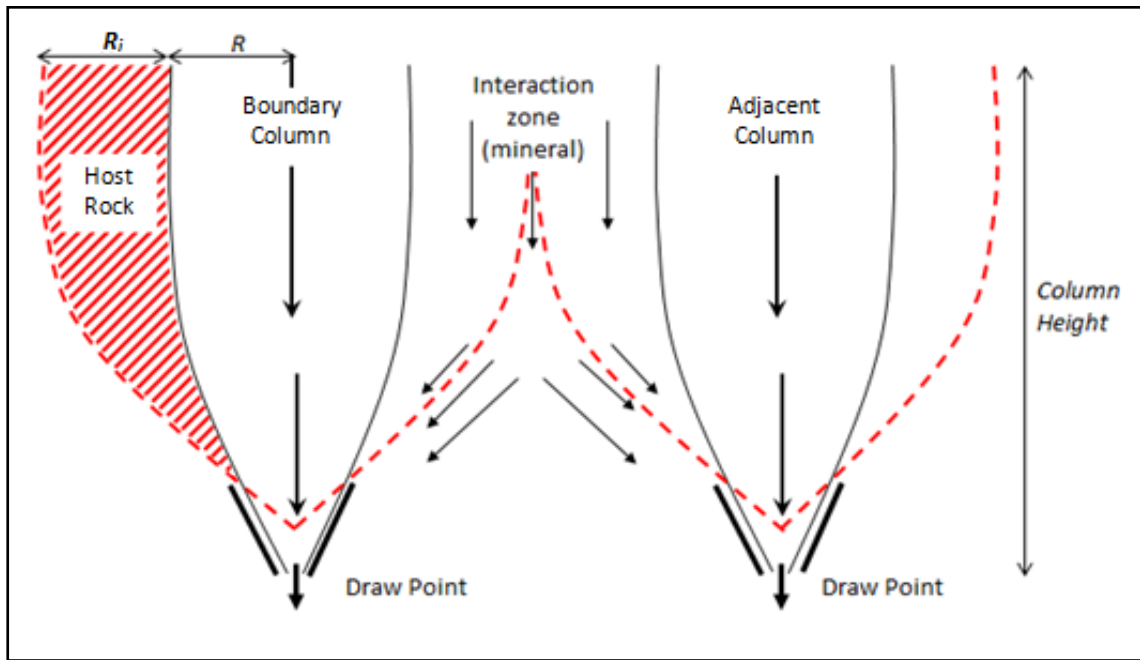


**Figure 11: Vertical Dilution's best-fit probability distribution**

#### 4.5.3. HORIZONTAL DILUTION

A limitation of the model in Figure 9, is that it does not account for the lateral flow into the column from adjacent columns and, more importantly, waste from the host rock at the boundaries of the orebody. Due to the geometry of the Chuquicamata orebody, which presents a great amount of surface area which is directly exposed to dilution, this secondary diluting effect can't be left unattended, as it greatly affect the projects value, by reducing operational recovery, or by reducing ROM grade [58]. This secondary dilution will be denoted as "horizontal dilution", and its calculations are presented in this section. Correspondingly, the current probability function just calculated will be denoted as the "vertical dilution".

As the focus of this study is placed in long term planning (as a yearly basis), the dilution of each single column is not relevant. Therefore, in the estimation of “horizontal dilution” only waste from host rock outside the boundaries of the orebody is considered. In Chuquicamata, the host rock is considered to have a constant grade of 0.1% Cu, 0.002% Mo and 0.003% As.



**Figure 12: Material interactions by column's extraction**

Here, the geometrical model of gravitational flow from host rock waste into columns at the boundaries of the orebody is assumed equal to that of other columns. This model is represented in Figure 12, where “ $R$ ” is the radius of the gravitational ellipsoid of a given extraction column and “ $R_i$ ” the radius of influence of a draw point, where  $w_z$  represents the weighting factor, dependent of rock quality by zone “ $z$ ”. Here, horizontal flow into the draw point is represented by the dotted line, where in case of the columns inside the orebody, only ore flows into the draw point and hence, no horizontal dilution is generated. However, at draw points at the boundary of the orebody, horizontal dilution comes from the host rock outside the orebody (traced area in Figure 12). For simplification purposes, as shown in eq. 6, this traced area may be calculated as the area

of a right angled triangle, with the length of one side equaled to the column's height ( $H_C$ ), and the other, equaled to the radius of the extraction column weighted by a rock's quality parameter ( $R_i$ ).

$$A_{\nabla} = \frac{H_C \cdot (R_i)}{2} \quad (6)$$

Finally, to calculate the tonnage of waste host rock entering the operation as dilution, the simplified traced area (variable due to rock quality by zone) is multiplied by each level's external perimeter (also discretized by zone) to obtain the total volume of waste material surrounding the deposit (which has the potential to enter the draw-bells), and then multiplied by the waste rock's density ( $d_w = 2.57 \text{ t/m}^3$ ).

Summing up, the horizontal dilution may be expressed as function of (i) the interaction zone area dependent by zone (eq. 6), (ii) the deposit's perimeter, or length by zone ( $P_Z$ ), and (iii) waste density ( $d_w$ ) and total mineral tonnage ( $t_T$ ).

$$D_H(\%) = f\{A_{\nabla}, P_Z, d_w, t_T\} = \frac{\text{Volume}_{DH} \cdot \text{Density}_{DH}}{\text{Total Tonnage}} = \frac{(A_{\nabla} \cdot P_Z) \cdot d_w}{t_T} \quad (7)$$

**Table 3: Zone's Geotechnical and Geometrical data by level**

| <u>Zone</u>  | <u>Level (masl)</u> | <u>Break Angle</u> | <u>Zone Stability</u>    | <u>Perimeter (m)</u> | <u>Radius (m)</u> |
|--------------|---------------------|--------------------|--------------------------|----------------------|-------------------|
| <b>NE-N</b>  | 1841                | 55° - 58°          | STABE                    | 1,690                | 7.56              |
|              | 1625                | 56° - 62°          |                          | 1,500                |                   |
|              | 1409                | 57° - 64°          |                          | 1,300                |                   |
|              | 1193                | 58° - 67°          |                          | 1,300                |                   |
| <b>ES-CS</b> | 1841                | 49° - 55°          | MODERATE                 | 1,940                | 8.21              |
|              | 1625                | 51° - 57°          |                          | 2,000                |                   |
|              | 1409                | 52° - 60°          |                          | 2,000                |                   |
|              | 1193                | 53° - 62°          |                          | 2,150                |                   |
| <b>W-NCS</b> | 1841                | 32° - 35°          | UNSTABLE<br>(WEST FAULT) | 2,500                | 12.26             |
|              | 1625                | 33° - 39°          |                          | 2,300                |                   |
|              | 1409                | 34° - 42°          |                          | 2,400                |                   |
|              | 1193                | 35° - 45°          |                          | 2,300                |                   |

In the geotechnical study by Codelco, the orebody is classified into three zones, according to rock quality, which are shown in the simplified sketch in Figure 13. These zones will be denoted as: the north zone (NE-N); the east and south on the central and southern zone (ES-CS) and the west side on the northern, central and southern zone (W-NCS). The numbers on the interior of each macro-block in Figure 13 correspond to the scheduled year of their extraction, starting in 2019. This shows that there are approximately two macro blocks extracted each year, and that operations on an inferior panel start only once the panel above has been completely extracted.

Knowing the dimensions of each Macro-block, and that the pillars left from north to south have a width of 30 meters, and from east to west a width of 50 meters, each level's perimeter is calculated. Finally, the radius that will be used to calculate the area of the “dilution triangle” is determined taking into account the rock quality by zone. From the data provided by Codelco, each zone is classified by the deposit's geotechnical, geomechanical and geological conditions, to obtain a defined crater height. All this is represented in the value of the subsidence angles (or breaking angle), presented in the third column of Table 3.

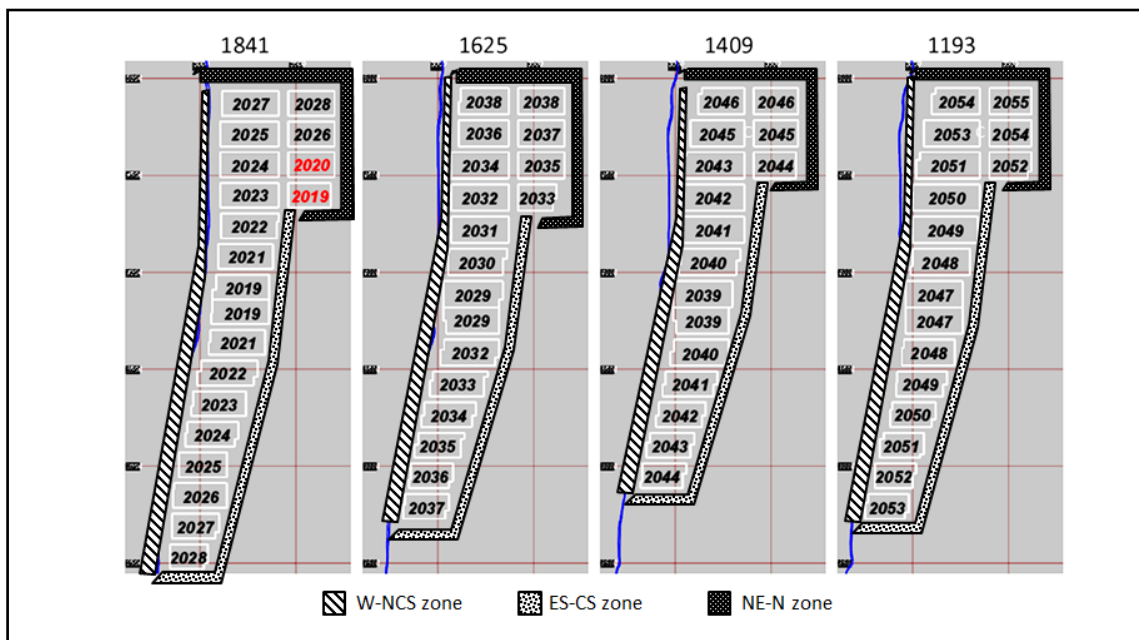


Figure 13: Rock Quality by level's zone

The north zone is considered stable, with an average braking angle of  $60^\circ$ . The central and southern zones in the east side have moderate stability, with an average braking angle of  $55^\circ$  and finally, the west zone is highly unstable due to the west fault that crosses the deposit longitudinally, having an average braking angle of  $37^\circ$ ; even though this angle seems excessively low, the highly unstable characteristics of the west fault that crosses the deposit, and its proximity to the panel, demand to be cautious, and this value was consistently low for the three estimation methods used by Codelco to calculate these breaking angles.

The base case's scheduling was done considering an average subsidence angle of  $50^\circ$  for all the mine, and as the braking angle is inversely proportional to the column's resultant radius, the weighting factor ( $w_f$ ) for each zone ( $i$ ) will be calculated as the deviation of each zone's breaking angle value ( $a_i$ ), from the base case's angle ( $a_{BC}$ ), as shown in eq. 8 (note that a lower angle means poorer rock quality, causing more rock flow and bigger affected radius).

$$w_{fi} = \frac{(a_i - a_{BC})}{a_{BC}} \quad (8)$$

As presented in the extraction grid in Figure 14, Chuquicamata's mine design's defines a distance between draw points (represented by the blue points of the figure) of about 35m x 16m. This figure represents the extraction details of a macro-block, and according to the deposit's direction, the house rock, or waste material is located to the east or to the west of this particular macro-block. Because of this, the dilution radius is not exactly either one or the draw point's lengths, but rather the oblique distance between the draw point and the east or west end of the ellipsoid created. As defined in Figure 12, by projecting the ellipsoids created by the extraction and the interaction zones, shown in dotted line in Figure 14, the base case radius ( $R_{BC}$ ) has a length of approximately 9m.

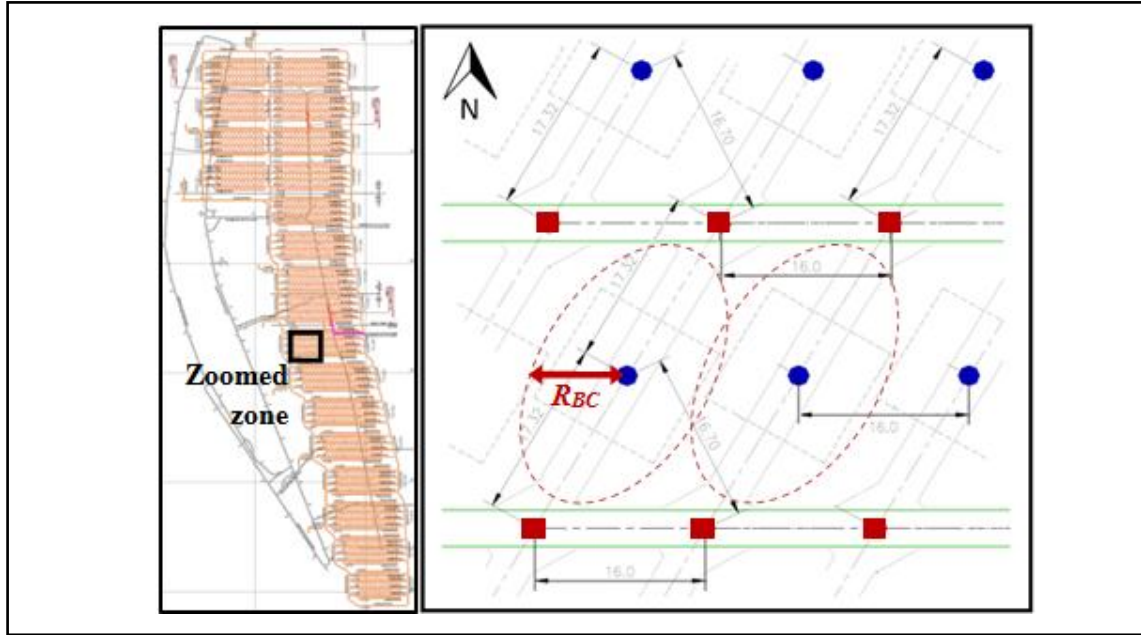


Figure 14: Development drifts with zoomed zone on Draw Point Grid design

With the base case radius as a starting point, the value of each radius by zone is calculated by dividing the base radius (9m) by the weighting factor for each zone, as shown in eq. 9.

$$R_i = \frac{R_{BC}}{(1 + w_{fi})} \quad (9)$$

The obtained results are presented in Table 4.

Table 4: Interaction radius calculation by deposit's zone

| <u>Zone</u> | <u>Break-Angle</u> | <u>Rock Quality</u> | <u>Weight factor</u> | <u>Radius (m)</u> |
|-------------|--------------------|---------------------|----------------------|-------------------|
| NE-N        | 59.6°              | STABE               | 0.19                 | 7.55              |
| ES-CS       | 54.9°              | MODERATE            | 0.10                 | 8.20              |
| W-NCS       | 36.9°              | UNSTABLE            | - 0.26               | 12.20             |

Finally, to calculate the total horizontal dilution, the total waste tonnage (integrated by zone and level) is divided by the total deposit's mineral tonnage, obtaining a value of

5.064%. In summary, the horizontal dilution ( $D_H$ ) may be expressed as shown in equation 10:

$$D_H(\%) = \sum_{j=1}^4 \sum_{i=1}^3 \left( \frac{P_{ij}(m) \cdot R_i(m) \cdot H_j(m)}{2} \right) \cdot \frac{d_w(t/m^3)}{t_T(t)} = 5.064\% \quad (10)$$

Where

$i$  = deposit's zone. 1: west side, 2: north-east side and 3: south-east side

$j$  = mine level, from 1 to 4

$P_{ij}$  = Perimeter of zone  $j$  on level  $i$  (Table 3)

$R_i$  = Average interaction radius of zone  $i$  (Table 3)

$H_j$  = Column height of level  $j$  (274m, 235m, 237m and 235m respectively)

$d_w$  = Waste rock density (2.57t/m<sup>3</sup>)

$t_T$  = Total deposit's design tonnage (undiluted in-situ mineral = 1 435Mt)

As mentioned before, the present case study consists in a long term mine plan, with the amount of detail considered down to the annual production. This means considering a technical variability detailed by zone and by level, not by column. As shown on Figure 13, each and every macro block of the Chuquicamata Mine is in contact with the host rock, and the lengths by zone maintain their proportion between one level and other. Because of this, the horizontal dilution can be added homogeneously to the whole mine plan.

#### 4.5.4. THE DILUTION MODEL

As described before, tonnage dilution has two components: the horizontal dilution, caused by host rock waste material that flows into draw points at the boundaries of the



orebody, and the vertical dilution, caused by waste material that flows into the extraction columns from the levels above. The dilution model proposed in the thesis considers that the former acts homogeneously over the deposit, and the latter is represented by the gamma density function shown in Figure 11. The exact relationship is presented in equation 11.

$$D_T = D_V + D_H = f(PED_j, H_j, P_j, R_{ij})$$

$$= 0.25 \cdot (1 - PDE_j) + \sum_{j=1}^4 \sum_{i=1}^3 \left( \frac{P_{ij} \cdot R_i \cdot H_j}{2} \right) \cdot \frac{d_w}{t_T} \quad (11)$$

Adding the constant horizontal dilution to the vertical probability distribution basically moves it to the right, by an exact amount of 5.064%, so the mean, minimum and maximum values increase by this amount, while the standard deviation doesn't change. The global dilution model is presented in Figure 15.

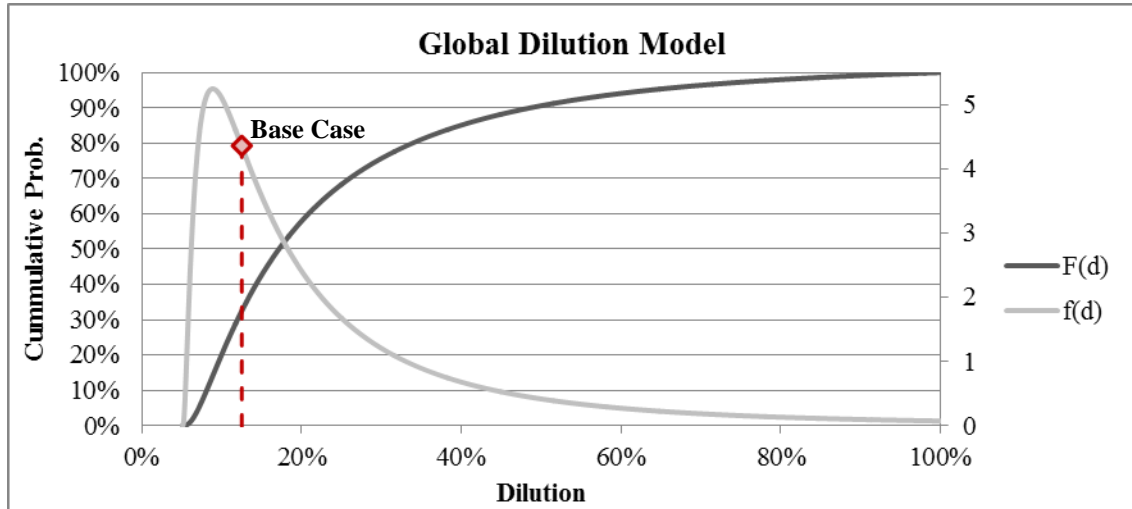


Figure 15: Global Dilution Model

This dilution distribution is an input to our valuation model, as the goal here is to quantify the economic impact (risk) of a high dilution value. Dilution values higher than 12.5% (base case dilution) would increase the amount of waste through the production

system and hence, reduce the capacity to mine and treat valuable ore. Consequently, the run of mine (ROM) grade reduces, and copper production fall, as well as the project's value.

#### 4.5.5. MAXIMUM DILUTION LIMIT

Even though the dilution's distribution model just developed allows for dilutions of up to 100% (at very low probability of occurrence), this is not a feasible behavior for the mine operation, as the project wouldn't be bankable, and operation would stop before this occurred, or wouldn't start at all. To define the appropriate maximum dilution limit, that represents acceptable "risk free" scenarios for the project, three possible limits are defined:

- i. Bankable Dilution (BD)
- ii. Project's Maximum Dilution (PD)
- iii. Risk-free Distribution Dilution (DD)

*Bankable dilution:* According to Codelco's Prefeasibility Report, used as the input information for the base case definition, the deposit's reserve is defined by an average ROM copper grade of 0.71%, and a design cut-off grade of 0.4%. This way the "maximum bankable dilution", corresponds to the percentage that dilutes the 0.71% grade ore down to 0.4%. Considering that the diluting rock has a copper grade of 0.1%, the maximum dilution corresponds to:

$$0.71\% \cdot (1 - d_{BD}) + 0.1\% \cdot d_{BD} = 0.4\% \rightarrow d_{BD} = 50.8197\%$$

This is the same as considering each column independently, and shutting the draw point once ore grade falls up to a value of 0.4%. With this average dilution, the NPV for the project is MUS\$364, MUS\$2,214 less than the base case scenario. However, in this case the life of the mine (LOM) extends up to 78 years.

*Project's Maximum Dilution:* The second dilution definition corresponds to the limit where dilution lowers this independent operation's NPV to zero, what would correspond shutting each draw point when the marginal cut-off grade is met. This limit is found by making a sensitivity analysis to the project's cash flow, to determine how much dilution the project can handle.

$$d_{PD} = 55.8134\%$$

In this case, the LOM is 70 years, and the average ROM copper grade is 0.362%

*Risk-free Distribution Dilution:* Finally, this limit is obtained by using the parameters of the dilution's probability distribution model, to generate a risk-free scenario with an acceptable level of confidentiality. Figure 16 shows the lognormal distribution model  $f(d)$ , with its corresponding cumulative probability model  $F(d)$ . Here, the first marker on the left represents the base case dilution (12.5%), which has only a bit more than a 30% cumulative probability of occurrence (probability of obtaining dilution values of 12.5% or less). By using the distribution's standard deviation, the base case point is stretched out to risk-reduced scenarios represented by the markers to the right on Figure 16. Finally, a risk-free scenario is obtained by adding three standard deviations to the initial dilution value, which is represented by the last marker on the right.

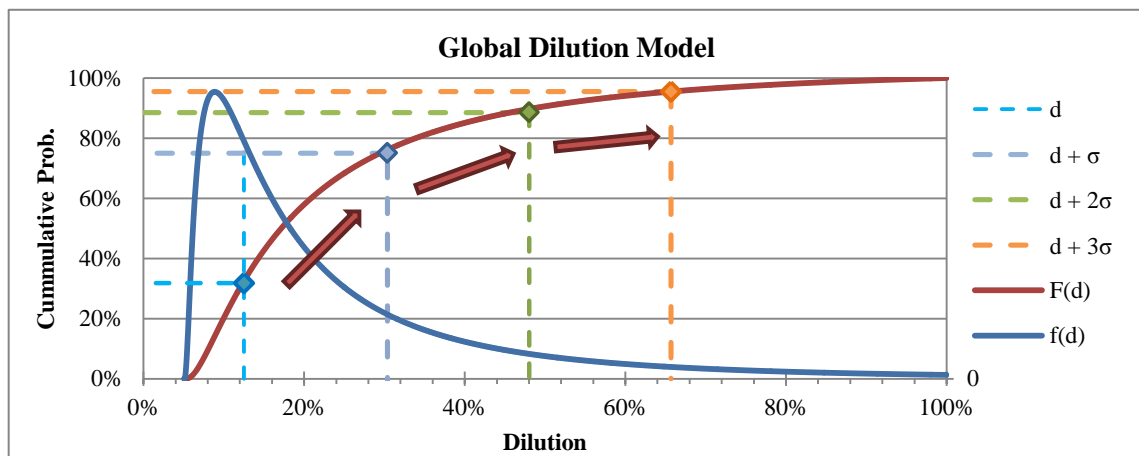


Figure 16: Dilution Model Distribution and Cumulative Probability

These dilution limits are used to quantify the risk reduction, represented by the dilution's cumulative probability. As shown on Figure 16, the distance laps on the 'x' axis are fixed, of a standard deviation, however, on the 'y' axis distances start to shorten exponentially, making it less cost-effective to invest in reducing the dilution's risk.

Because of this slope reduction in the cumulative probability graph, for further calculations, only the limit of two standard deviations will be used to exemplify the risk quantification method by real option valuation, and not the  $d + 3 \cdot \sigma$  risk-free limit. In other words, the distribution dilution limit corresponds to:

$$d + 2 \cdot \sigma = d_{DD} = 48.0263\%$$

The exact values of the limits mentioned in Figure 16 are presented in Table 5, together with other range values.

**Table 5: Dilution's Probability Distribution Data**

| <i>Range</i>                    | <i>Confidentiality</i> | <i>Dilution</i> |
|---------------------------------|------------------------|-----------------|
| <b>1<sup>st</sup> Quintile</b>  | 25.00%                 | 10.92%          |
| <b>2<sup>nd</sup> Quintile</b>  | 50.00%                 | 17.14%          |
| <b>3<sup>rd</sup> Quintile</b>  | 75.00%                 | 29.44%          |
| <b>95% Quintile</b>             | 95.00%                 | 63.54%          |
| <b>d</b>                        | 33.50%                 | 12.72%          |
| <b>d + <math>\sigma</math></b>  | 76.16%                 | 30.37%          |
| <b>d + 2<math>\sigma</math></b> | 89.71%                 | 48.03%          |
| <b>d + 3<math>\sigma</math></b> | 95.50%                 | 65.68%          |

As Codelco's company structure is quite particular, and the actual dilution values clearly depend more on the probability model (created by technical data), that on the project's costs or net value (governed by financial data and market conditions), for this study the Maximum Dilution Limit will be defined by the distribution dilution:  $d_{DD} = d_{DMax} = 48.0263\%$ .

#### 4.6. OPTION'S DESCRIPTION & VALUATION

##### 4.6.1. PRODUCTION RATE SIMULATIONS

The dilution model (Figure 15) and the expansion costs model (Eq. 2), are used to simulate the performance of the project for varying production rates options above the base case rate of 50.4Mtpa, to determine a rate that reduces dilution's risk to acceptable levels. In this regard, two criteria may be used: i) Hedging NPV and ii) Hedging copper production. These two criteria yield different results, and the decision to choose one over the other depends on management policy.

For both hedging alternatives (i.e. NPV or metal), the “risk acceptance criteria”, is defined as the minimum acceptable probability of achieving the “base case performance” (NPV or metal), where the risk acceptance limit may be defined by the multiples of the distribution's standard deviation ( $\sigma$ ,  $2\sigma$ ,  $3\sigma$ , etc). However, a too low risk acceptance criteria may require production rates which in practice, are unattainable for technical reasons (e.g. orebody size and geometry, mining method, etc) and in this case, a perfect risk-free option would not be possible. For the purpose of this case study, a maximum feasible production rate of 75.6 Mtpa has been considered, 50% higher than base case production rate.

The options are obtained by Monte Carlo Simulation, where the project's performance, is calculated for different maximum production capacities. The results obtained for some of the simulations are presented in Figure 17, as the fan-shaped curves, showing the risk of obtaining given NPVs for operations of different capacities (in 10% production increment intervals above the base case 50.4Mtpa). The horizontal curves represent different risk acceptance criteria expressed as multiples of the standard deviation (“ $d + s$ ” and “ $d + 2 \cdot s$ ”), also, the technical restriction of maximum capacity and the base case's expected copper production limit (“Exp. Cu”) are included, all in segmented lines. The “Exp. Cu” curve intersects the base case fan-curve (“50.4Mtpa”)

and the NPV's base case limit in the same point, identified as the Base Case scenario by the circled marker, presenting its risk, ore production and value; and it show that under the initial conditions, there's a 67.5% chance that the project's net present value will actually be lower than estimated. The goal is to lower this risk up to the limit correspondent to the risk-acceptable criteria mentioned before.

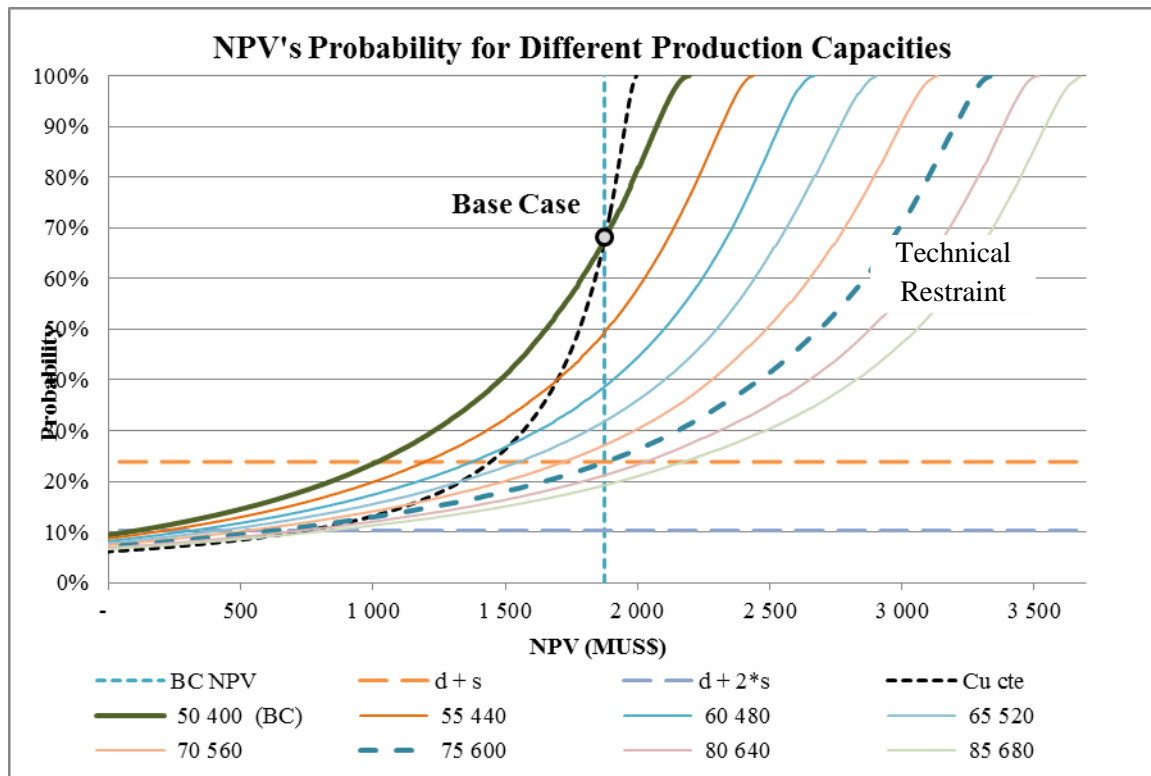


Figure 17: Simulation results for the project's NPV probability for different production rates

These production simulations can be considered as a “catalogue of possible responses” to the dilution’s uncertainty in the operation plan, as presented by Cardin et al [9].

From the intersections between the different operations simulated and the expected copper and NPV limits, it is possible to establish a relationship between production and dilution, as shown on Figure 18, in order to obtain the base case’s NPV (in light grey) and copper production (in dark grey). In this case, the technical restrain is presented by

the horizontal line. Above this line, the options are not feasible. Besides, this figure also shows that the steeper the curve, the less cost effective the options are (as they require higher production increments for the same dilution gaps). By analyzing the slopes of the three segments created by the vertical dilution limits, it is clear that the inclination of the first segment is considerably lower than the rest, which shows that the investment has much better results. Besides from this, it is possible to see that for the  $d + 2\sigma$  limit, both options (expected Cu and NPV) require unfeasible measures, and so, only the  $d + \sigma$  limit will be considered.

Figure 18 also shows that hedging the project's NPV is more expensive than hedging metal production.

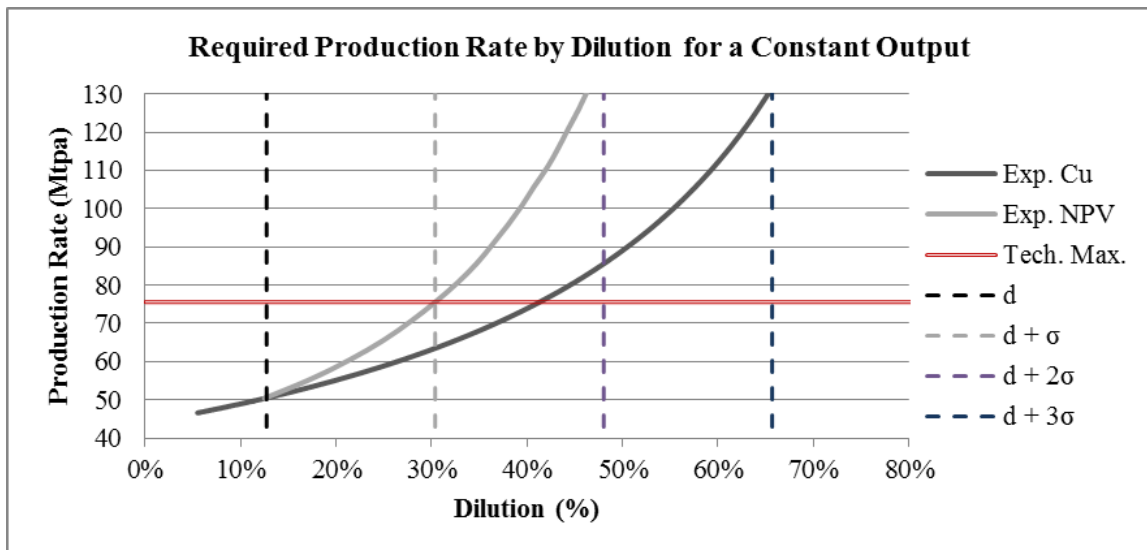


Figure 18: Operation dimensioning that ensures the base case's performance

#### 4.6.2. OPTION SELECTION

Figure 19 shows a zoomed image of the zone of interest from Figure 17, where the simulated production rates intersect with the risk-acceptable limit, and the expected copper and NPV limits. It can be noticed (markers in Figure 19) that as it was expected,

there are two relevant productivities in this case study, which lower the risk from a 67.5% in the base case, to a 23.84%, at the  $d + \sigma$  limit.

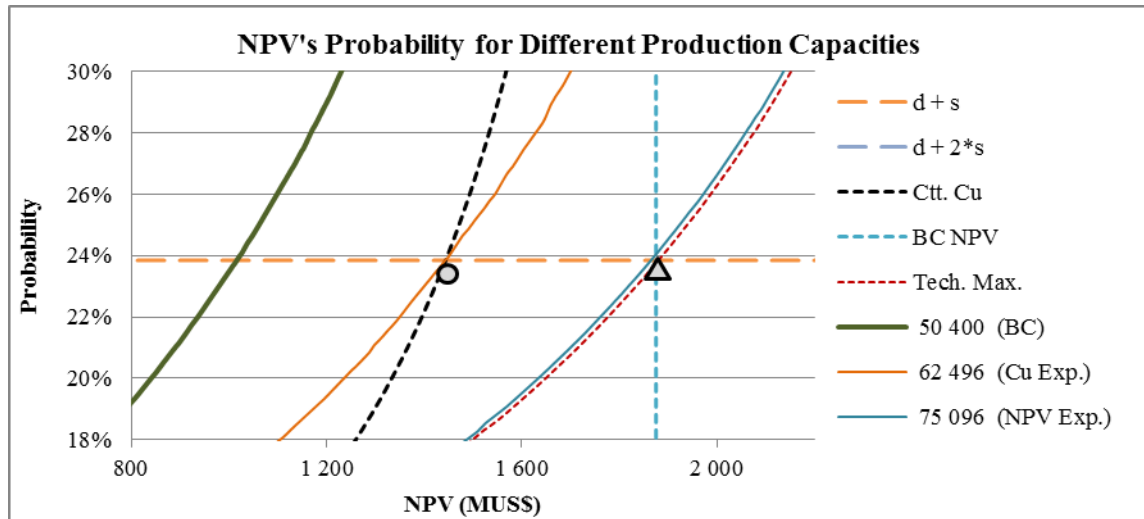


Figure 19: Detail of interest zone from Figure 17

The exact values of these options are presented in the following table:

Table 6: Relevant options' production rates

| <u>Limit</u> | <u>Max.<br/>Dilution</u> | <u>Risk (%)</u> | <u>Expected Cu</u> |         | <u>Expected NPV</u> |          |
|--------------|--------------------------|-----------------|--------------------|---------|---------------------|----------|
|              |                          |                 | (Mtpa)             | %Expan. | (Mtpa)              | % Expan. |
| <b>d + s</b> | 30.37%                   | 23.84%          | 62.5               | 24%     | 75.1                | 49%      |

Even though in this case, these options represent a 24% expansion to obtain the expected copper production and a 49% expansion for the expected NPV, the procedure is exactly the same for any limit or hedging strategy selected.

#### 4.7. ANALYSIS OF RESULTS

The simulation scenarios performed above, present a cost structure of a real option with two separate expenses: first, a premium acquisition cost that's paid up front (the project's increased CAPEX), and second, an exercise cost that is paid only if the option



is applied. This last expense is accounted for in the variable costs of the OPEX, as it represents the extra costs associated to a larger operation.

#### 4.7.1. OPTIONS' COSTS

The cost of the option is estimated as the capital expenditures required to provide the project with the extra plant capacity and flexibility it needs to achieve the “acceptable risk scenario”. Table 7 shows the project CAPEX and the NPV for the base case and the option for both, NPV and metal hedging criteria. However, the actual cost of the option should be evaluated in terms of differential NPV, taking into account the tax effect of the increased capital expenditures.

Likewise, the NPV value of the option should only include the use of the production capacity required to mill the dilution waste, not considering the possibility of running the plant at rates higher than “base case” rates in terms of “in-situ tpd” (this simulation will be referred to as “limited copper option”).

**Table 7: Capital expenses and cost by scenario**

|                        | <i>Production (Mtpa)</i> | <i>CAPEX PV(MUS\$)</i> | <i>CAPEX Cost (MUS\$)</i> |
|------------------------|--------------------------|------------------------|---------------------------|
| <b>Base Case</b>       | 50.4                     | \$ 1 142               | -                         |
| <b>Exp. Cu Option</b>  | 62.5                     | \$ 1 328               | \$ 186                    |
| <b>Exp. NPV Option</b> | 75.1                     | \$ 1 510               | \$ 368                    |

It is worth noting that, as defined above, the cost of the “limited copper option” is a realistic estimation of the cost of the risk associated to ore dilution (e.g. the cost of reducing dilution’s risk down to acceptable limits). However, it is not realistic from the operations standpoint, as it is assumed that the upside potential of NPV derived from operating the system at full production capacity is ignored.

Figure 20 shows a graphical representation of the project’s NPV for different dilution values, for the three scenarios analyzed: the base case (50.4Mtpa), the expected copper option (62.5Mtpa), and the expected NPV option (75.1Mtpa). This figure also shows the

results obtained by the new limited copper options, which correspond to the two inferior curves, under the “Option’s Cost” sign. Also, the options’ upside potential value for the original scenarios is shown, which will be commented below.

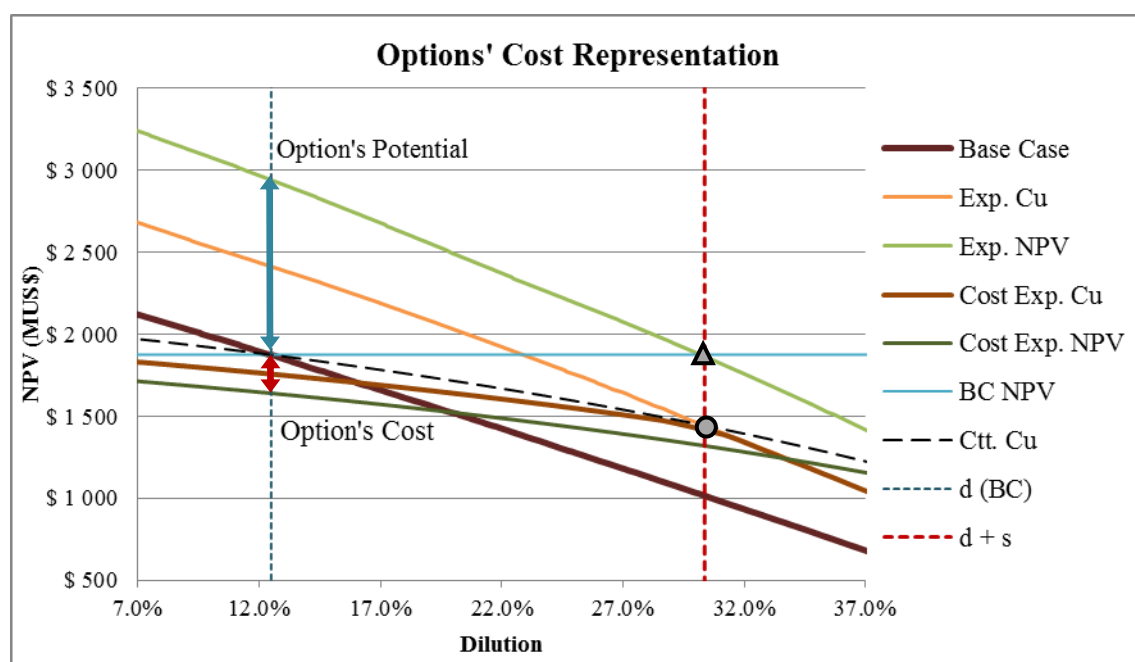


Figure 20: Selected Option's cost and potential value

Note (Figure 20) that the options’ cost decreases as dilution increases. This happens because the simulations assume that the base case’s copper production is achieved, and so, the higher the dilution value, the less plant capacity will be left unused.

Option cost and option value for both dilution hedging criteria are summarized in Table 8. The first column in Table 9 shows the maximum annual production capacity for each scenario. The second column shows the base case’s NPV, which corresponds to the project’s value if the dilution is 12.5% and the mine and plant work at maximum capacity. The column titled “Min NPV” corresponds to NPV if the dilution rises up to its risk-acceptable value, at 30.37% (represented by the circle and triangle markers in Figure 20). The column titled “Constant Cu NPV” refers to the project’s value if dilution

is 12.5%, and copper production is limited by the base case's production, as explained above. Finally, the column "Option's Cost" is the difference between the base case NPV and the Constant Cu NPV for each option. As it was expected, in this case the options' cost is almost 40% less than the cost obtained by the CAPEX's difference in Table 7.

**Table 8: Summary of the options' cost and results**

|                        | <u>Production</u><br>(Mtpa) | <u>BC NPV</u><br>(MUS\$) | <u>Min NPV</u><br>(MUS\$) | <u>Ctt. Cu NPV</u><br>(MUS\$) | <u>Option's Cost</u><br>(MUS\$) |
|------------------------|-----------------------------|--------------------------|---------------------------|-------------------------------|---------------------------------|
| <b>Base Case</b>       | 50.4                        | \$ 1 875                 | \$ 1 017                  | \$ 1 875                      | -                               |
| <b>Exp. Cu Option</b>  | 62.5                        | \$ 2 415                 | \$ 1 443                  | \$ 1 756                      | \$ 119                          |
| <b>Exp. NPV Option</b> | 75.1                        | \$ 2 939                 | \$ 1 865                  | \$ 1 640                      | \$ 235                          |

#### 4.7.2. OPTIONS' UPSIDE POTENTIAL

The two upper curves in Figure 20 correspond to scenarios where the system is operated at full capacity, this is that the extra capacity available after processing the dilution waste is fully used to process ore at "in-situ tpd" rates above base case rate.

**Table 9: Summary of the Options' Potential and Results**

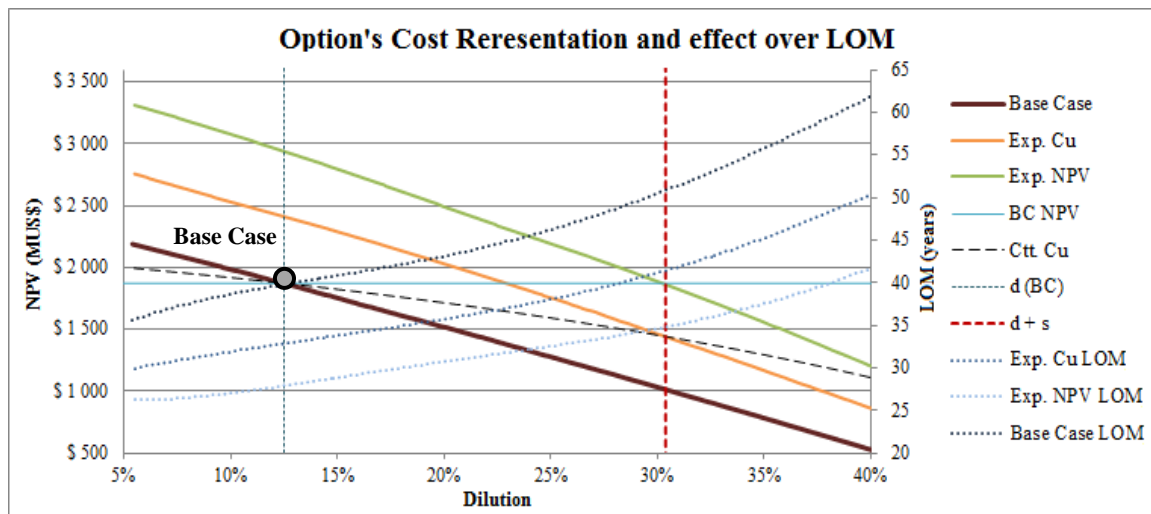
|                        | <u>Expansion</u><br>(%) | <u>BC NPV</u><br>(MUS\$) | <u>Conf of</u><br><u>BC NPV</u> | <u>Potential</u><br>(MUS\$) | <u>BC LOM</u><br>(years) |
|------------------------|-------------------------|--------------------------|---------------------------------|-----------------------------|--------------------------|
| <b>Base Case</b>       | 0%                      | \$ 1 875                 | 27.20%                          | \$ -                        | 40                       |
| <b>Exp. Cu Option</b>  | 24%                     | \$ 2 415                 | 64.39%                          | \$ 540                      | 33                       |
| <b>Exp. NPV Option</b> | 49%                     | \$ 2 939                 | 69.81%                          | \$ 1 064                    | 28                       |

The "upside potential" for each scenario is calculated and shown in Table 9. The first column shows the percent capacity expansion required to meet the project's criteria (NPV or metal). The second column presents the base case's NPV followed by its corresponding level of confidence. The "Potential" column in the fourth column, shows the upside potential of the option, and is calculated as the incremental NPV which may

be achieved from using the plant capacity in excess of what is required to process dilution waste. Of course, as Figure 20 shows, dilution increasing causes the option's potential to decrease, as more value must be spent in hedging from the downside risk. Finally, the life of the mine is presented for the three scenarios, considering a 12.5% dilution, and the same 6 years of ramp-up and 5 of ramp-down as in the base case.

#### 4.7.3. CORRELATED EFFECTS

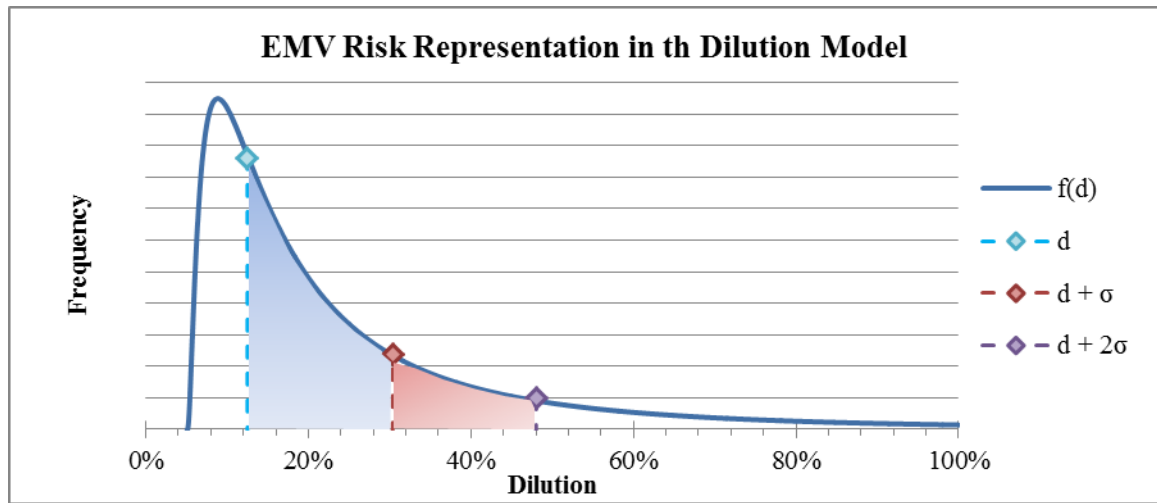
As shown in the last column of Table 9, there is a very important consequence that must be taken into account by the study: the life of mine (LOM). As the deposit's reserves are limited, if the production rate is increased, the mine's life will decrease. The opposite happens if dilution increases, as there is more material to extract due to the waste that's included. This is presented in Figure 21 where the inverse proportion between the production rate and the life of mine, as well as the directly proportional relation between the dilution value and the life of mine are clearly shown.



**Figure 21: Effects of increased productivities over the mine's life**

#### 4.8. TRADITIONAL RISK VALUATION VS. REAL OPTIONS VALUATION METHODS

In order to compare the performance of real-options in quantifying the project's risk, the most common traditional methods will also be used to quantify the risk associated to the dilution's uncertainty. These are: the Expected Monetary Value (EMV) approach, and the Expected Net Present Value (ENPV).



**Figure 22: Risk Quantification by Expected Monetary Value**

The EMV approach is a scenario analysis, which basically calculates the value difference between the base case, and the worst case scenario, or at least the worst case within an acceptable-risk level. For this case study, the risk-acceptance limit used was the base case value plus one standard deviation of the variable, which corresponds to a 30.37% dilution. The EMV is represented graphically in Figure 22 by the traced areas, and its calculation is shown in equation%, with a final risk value of MUS\$ 859 for the 30.37% dilution limit.

$$Risk = \Delta NPV_{EMV1} = NPV_{Base\ Case} - NPV_{d=30\%} = \$1,875 - \$1,016 = MUS\$ 859.$$

Clearly, as it was expected, the risk appears to be quite over-estimated compared to the previous methods used, as this procedure is considered to be extremely conservative. This happens because as stated by de Neufville and Scholtes [16]:

*“Robustness requires an overdesign of the system, so it functions well under all scenarios (...) this approach commits all capital up front and is thus very costly because only one of the futures may occur.”*

This can be perceived in Figure 22, as it shows that the variable’s uncertainty is treated only as a downside risk, with values higher than the base case, ignoring any possible improvement, or any other value increasing option that could be applied.

Sensitivity analysis may also be used to evaluate the project’s performance according to the variable’s range of values, but not considering any probability of occurrence of each scenario, only the final impact. Moreover, when using this traditional method, it can be noticed that there is no control or power of decision over the goal of the risk’s management, as there was when applying real options by choosing to hedge from the copper shortage or from the NPV loss. A spider graph is created to show the sensitivity analysis for this case study, where the variables included are copper price, molybdenum price and dilution grade (Figure 23).

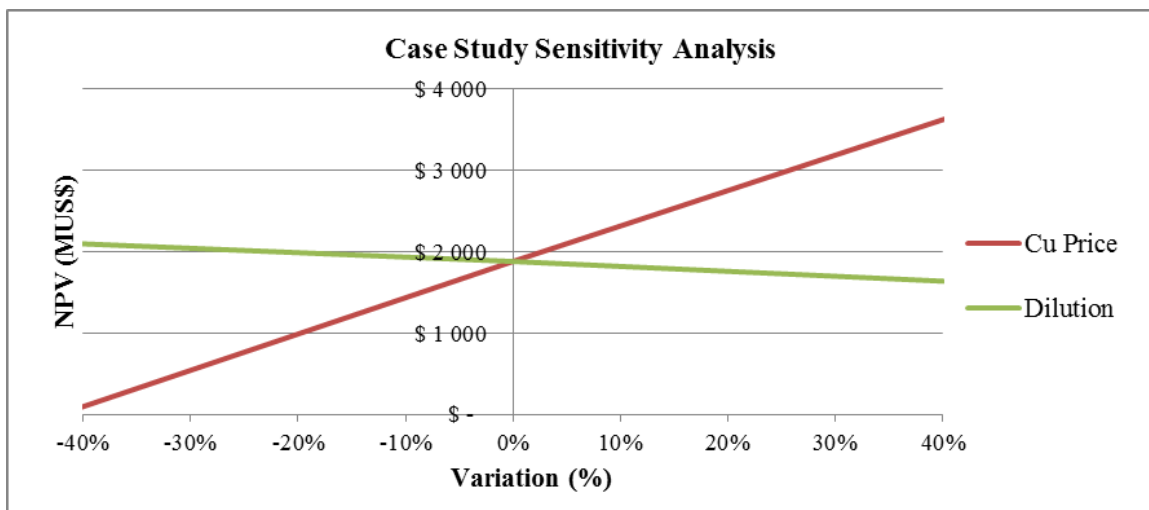


Figure 23: Sensitivity Analysis of the Project's Base Case

It appears that dilution has very little incidence over the project's final value, however, dilution's variability is much higher than price's variability: price variance is often considered to be 20% for base metals, but as it was presented before, dilution can easily increase 300%, leaving this spider graph of 50% with little use. Moreover, dilution has a direct effect over the copper production, and thus, over the effect of copper price over the project, and this correlation is not considered at all in the spider graph. This is why sensitivity analysis, together with the scenario calculations can't be reliable on their own, as they don't consider the variable's actual behavior.

On the other hand, the "Expected Net Present Value" (ENPV), represents the projects' value when taking into account that dilution is uncertain, or in other words, when calculating the project's value as the average of its performance with the dilution as a probability distribution, rather than as a fixed cost. This method is a much more sophisticated, as it recognizes the variable's uncertainty, and thus it allows a better understanding of the project's risk [16], but its main problem is that it fails to recognize and value possible opportunities that may arise during the mine life. Finally, as equation& shows, the risk is calculated as the difference between the base case's NPV and the ENPV.

$$ENPV = \frac{\sum_{i=1}^{1000} NPV(D_i)}{1000} = MUS\$1,360$$

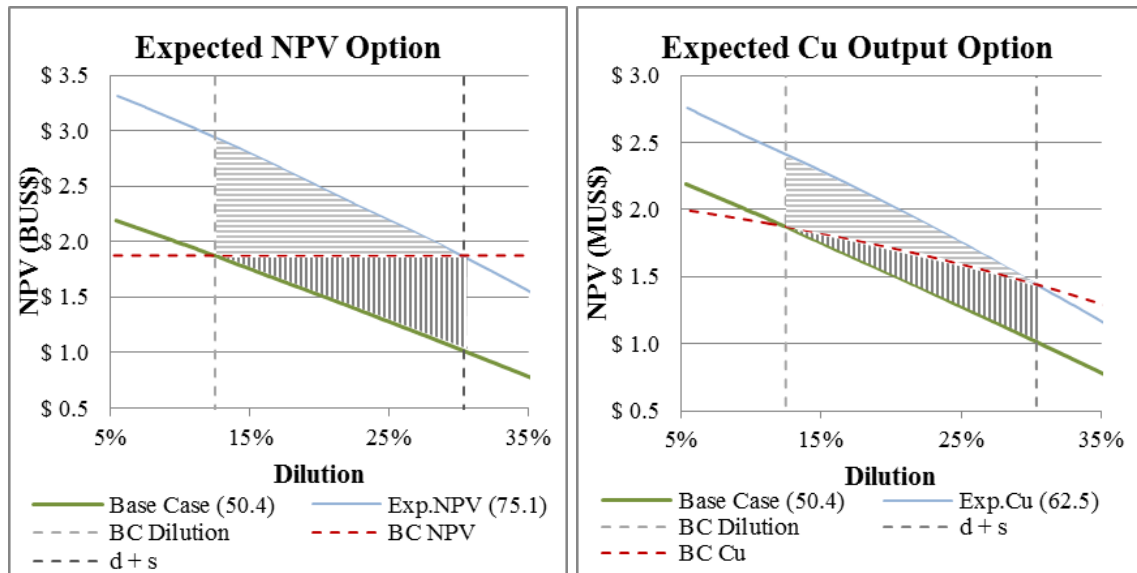
$$Risk = \Delta NPV_{ENPV} = NPV_{BC} - ENPV = \$1,875 - \$1,360 = \$515$$

In this case, risk is not as overestimated as with the EMV, however, it is clear that traditional valuation methods use a simplistic view of the project, which delivers conservative values that result in over-dimensioned operations. A quantified risk summary for the defined scenarios is presented in Table 10, showing the results obtained by the capital expenditure difference, by the real options valuation, and by the two traditional quantification methods just described.

**Table 10: Risk Quantification Costs for Traditional and Real Options Methods**

|                        | <i>Expansion</i> | <i>CAPEX Cost</i> | <i>RO's Risk*</i> | <i>EMV Risk</i> | <i>ENPV Risk</i> |
|------------------------|------------------|-------------------|-------------------|-----------------|------------------|
| <b>Base Case</b>       | 0%               | -                 | -                 | -               | -                |
| <b>Exp. Cu Option</b>  | 24%              | MUS\$ 186         | MUS\$ 119         | -               | -                |
| <b>Exp. NPV Option</b> | 49%              | MUS\$ 368         | MUS\$ 235         | MUS\$ 859       | MUS\$ 515        |

The reduced value of the risk quantified by the real options method\* may be explained because, as it was previously described, there are two parts to an option valuation: its cost (acquisition and exercise) and the upside potential of its flexibility.



**Figure 24: Upside Potential and Downside Risk of the selected options – 1. Cu - 2. NPV**

This concept of double consideration is clearly shown in Figure 24, where the upside potential for each scenario is represented by the horizontally traced area, and the hedging cost by the vertically traced area.



#### 4.9. APPLICABILITY FOR RISK MANAGEMENT

In general terms, risk management can be divided into a process of four stages: (1) planning for risk, (2) assessing risk issues, (3) developing risk handling strategies and (4) monitoring risk to see the change over the project. The main advantage of integrating RO into this process is obtained in the effective handling strategies step, in this case, such as Dilution Reduction and Production Rate selection.

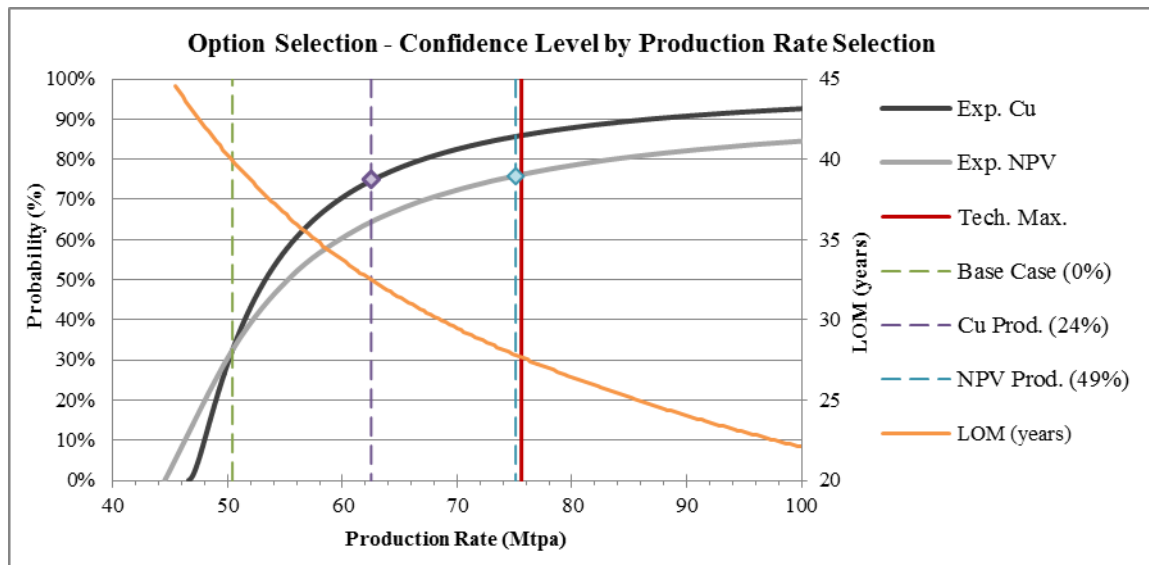


Figure 25: Project's Outcome Confidentiality level according to Production Rates, and their resulting LOM

The main contribution of this study is providing the level of confidence to a given production rate, helping decision makers choose a strategy according to their risk aversion level. With the procedure just presented, it is possible to establish a clear relationship between the production rate and the probability of obtaining an expected project outcome. Figure 25 shows this relation for the present case study, where as the production increases, the level of confidentiality also does, until a technical maximum level of production that delivers roughly a 75% level of confidence for the expected net present value, and approximately an 85% confidence to obtain the expected copper

production. These percentages represent the maximum hedging level that is technically feasible for this operation.

It is believed that the research in this thesis represent a significant contribution in the field of application of ROV as a tool to manage risk associated to dilution and other risk parameters intrinsic to mine development projects. Also relevant in this investigation is the contribution to the understanding of the dilution phenomena and its impact on the economic performance of mining projects.

## **5. CONCLUSIONS & FURTHER STUDIES**

As shown in the previous case study, a real options analysis was successfully executed to measure the impact and manage the risk associated to dilution uncertainty in a mining project. Results show that risk quantification by real options reduces in almost four times the traditional method's estimations, providing transparent and reliable results. In conclusion, these options not only quantify the hedging costs, but at the same time, they consider the value they provide to the project, valuating the company's management potential, and thus obtaining a globally optimized operation, rather than a local maximum result that is rarely achievable.

Even though this study focuses solely on the effects of dilution, the same procedure may be applied to other variables without any major variation, such as ore grade, metallurgical recovery and operational performance. These variables are originated on three completely different areas of a mine project; however, the risk they all bring into the project is the same: the possibility of producing less metal than expected. Because of this, the handling strategies and monitoring processes should also be the same. In short, real options can very effectively be applied to manage risk associated to variables that affect the different processes downstream of the system.

Further studies should focus on one hand, on creating risk-clusters that share the same effect over the project's outcome, no matter their origin, and on the other hand, on developing an integrated model which considers these clusters instead of single variables, to finally produce a global risk quantification model that accounts for all risks. Anyhow, a very important measure that must be taken into account when considering integrating various variables in a model is the correlation that exists between them. Maybee [31] presents a comprehensive methodology to account for these effects, which potentially could help with the development of a global risk model.

It's important to mention however, that just as explained in the risk management flow chart presented in Figure 2, not all risks should be handled by the real options method, only the ones that have an effect downstream of the project, like for example the cluster just mentioned: dilution, ore grade, metallurgical recovery and productivity. Together with this, the possibility of short term applications for this methodology should also be revised and studied, as options are available at every level of a mining operation.

## REFERENCES

- Akbari, A., Osanloo, M., & Shirazi, M. A. (2009). Reserve estimation of an open pit mine under price uncertainty by real option approach. *Mining Science and Technology*, 19(6), 709-717. China University of Mining and Technology. [1]
- Amram, M., & Kulatilaka, N. (1999). *Real options: managing strategic investment in an uncertain world* (p. 246). [2]
- Armstrong, M., Galli, A., Bailey, W., & Couët, B. (2004). Incorporating technical uncertainty in real option valuation of oil projects. *Journal of Petroleum Science and Engineering*, 44(1-2), 67-82. [3]
- Baojing, S., & XueSheng, F. (2010). The Option Value Analysis and Application of Uncertainty of Mining Investment Projects. *2nd IEEE International Conference on Information Management and Engineering (ICIME)* (pp. 411-415). [4]
- Botín, J. A., Guzmán, R. R., & Smith, M. L. (2011). A Methodological model to assist the optimization and risk management of mining investment decisions. *The Society for Mining, Metallurgy and Exploration Annual Meeting*, 11(124), 1-6. [5]
- Brandão, L. E., Dyer, J. S., & Hahn, W. J. (2005). Using Binomial Decision Trees to Solve Real-Option Valuation Problems. *Decision Analysis*, 2(2), 69-88. [6]
- Brennan, M. J., & Schwartz, E. S. (1985). Evaluating Natural Resource Investments. *Journal of Business*, 58(2), 135-157. [7]
- Bulan, L. T. (2005). Real options, irreversible investment and firm uncertainty: New evidence from U.S. firms. *Review of Financial Economics*, 14(3), 255-279. [8]
- Cardin, M.-A., de Neufville, R., & Kasakidis, V. (2008). A Process to Improve Expected Value on Mining Operations. *Mining Technology*, 1-15. [9]
- Castro, R. L., Gonzalez, F., & Arancibia, E. (2009). Development of a gravity flow numerical model for the evaluation of drawpoint spacing for block / panel caving, (May), 393-400. [10]
- Cortazar, G, Gravet, M., & Urzua, J. (2008). The valuation of multidimensional American real options using the LSM simulation method. *Computers & Operations Research*, 35(1), 113-129. [11]
- Cortazar, Gonzalo, & Schwartz, E. S. (1993). A Compound Option Model of Production and Intermediate Inventories. *The Journal of Business*, 66(4), 517-540. [12]

- Cortazar, Gonzalo, Schwartz, E. S., & Casassus, J. (2003). Chapter 9 Optimal exploration investments under price and geological – technical uncertainty: a real options model. *Real R&D Options* (pp. 149-165). [13]
- Davis, G. A., & Samis, M. (2006). Chapter 14 - Using Real Options to Value and Manage Exploration. *Journal of Economic Geology, Special Pu(5)*, 273-294. [14]
- De Neufville, R. (2003). REAL OPTIONS: DEALING WITH UNCERTAINTY IN SYSTEMS PLANNING AND DESIGN. *Integrated Assessment*, 4(1), 26-34. [15]
- De Neufville, R., de Weck, O., Lin, J., & Scholtes, S. (2008) IDENTIFYING REAL OPTIONS TO IMPROVE THE DESIGN OF ENGINEERING SYSTEMS. *Nembhard Revised Draft* (1st ed., pp. 1-37). [16]
- De Neufville, R., & Scholtes, S. (2011). *Flexibility in Engineering Design*. The MIT Press. [17]
- Diering, J. A., & Laubscher, D. H. (1988). Practical approach to the numerical stress analysis of mass mining operations. *International Journal of Rock Mechanics and Mining Sciences & Geomechanics*, 25(3), 179-188. [18]
- Dimitrakopoulos, R., & Sabour, S. (2007). Evaluating mine plans under uncertainty: Can the real options make a difference? *Resources Policy*, 32(3), 116-125. [19]
- Dimitrakopoulos, R. G., Martinez, L., & Ramazan, S. (2007). A Maximum Upside /Minimum Downside Approach to the Traditional Optimization of Open Pit Mine Design. *Journal of Mining Science*, 43(1), 73-82. [20]
- Dimitrakopoulos, R., Farrelly, C. T., & Godoy, M. (2002). Moving forward from traditional optimization: grade uncertainty and risk effects in open-pit design. *Transactions - Institution of Mining and Metallurgy* (pp. 82-88). [21]
- Gamba, A., & Tesser, M. (2009). Structural estimation of real options models. *Journal of Economic Dynamics and Control*, 33(4), 798-816. [22]
- Guj, P., & Garzon, R. (2007). Modern Asset Pricing — A Valuable Real Option Complement to Discounted Cash Flow Modelling of Mining Projects. *Project Evaluation Conference* (pp. 113-119). [23]
- Hudson, J. A. (Ed.). (1993). *Comprehensive rock engineering: Principles, practice & projects* (1st editio., pp. 547-583). Pergamon Press. [24]
- Hull, J. C. (1997). *Options, Futures, and Other Derivatives*. (D. Clinton, Ed.) (Seventh Ed., p. 836). Pearson Education, Inc. [25]

- Kasakidis, V. N., & Scoble, M. (2003). Planning for flexibility in underground mine production systems. *Mining Engineering*, 55(8), 33-38. [26]
- Kodukula, P., & Papudesu, C. (2006). *Project valuation using real options: a practitioner's guide*. [27]
- Lee, E., & Strang, D. (2003). Valuation techniques used in the mining industry Part three : Real option valuation approach. *Mining Engineering*, 55(12), 8, 9. [28]
- Li, S.-xing, & Knights, P. (2009). Integration of real options into short-term mine planning and production scheduling. *Mining Science and Technology (China)*, 19(5), 674-678. China University of Mining and Technology. [29]
- Martinez, L. (2009). Why accounting for uncertainty and risk can improve final decision making in strategic open pit mine evaluation. *Project Evaluation Conference* (p. 113). [30]
- Martinez, L., & McKibben, J. (2010). Unverstanding Real Options in Mine Project Valuation: A Simple Perspective. *MININ 2010* (pp. 223-234). [31]
- Maybee, B (2010). Risk Quantification using Quantitative Tools. *Int. J. Decision Science, Risk and Management*, 98-111. [32]
- Maybee, B., Dunn, P., Dessureault, S., & Robinson, D. (2009). Impact of development strategies on the value of underground mining projects. *Int. J. Mining and Mineral Engineering*, 1(3), 219-231. [33]
- Maybee, B., Lowen, S., & Dunn, P. (2010). Risk-based decision making within strategic mine planning. *Int. J. Mining and Mineral Engineering*, 2(1), 44-58. [34]
- Mayer, Z., & Kazakidis, V. (2007). Decision Making in Flexible Mine Production System Design Using Real Options. *Journal of Construction Engineering and Management*, (February), 169-180. [35]
- McCarthy, P. (2002) 'Feasibility studies and economic models for deep mines', *Proceedings of ACG International Seminar on Deep and High Stress Mining*, Perth, p.6. [36]
- Mular, A. L. (2002). Major Mineral Processing Equipment Costs and Preliminary Capital Cost Estimations. *Mineral Processing Plant Design, Practice and Control. Proceidings* (pp. 310-325). [37]
- Musingwini, C., Minnitt, R. C. A., & Woodhall, M. (2007). Technical operating flexibility in the analysis of mine layouts and schedules. *The Journal of the Southern African Institute of Mining and Metallurgy*, 107(February), 129-136. [38]

- Newman, a. M., Rubio, E., Caro, R., Weintraub, A., & Eureka, K. (2010). A Review of Operations Research in Mine Planning. *Interfaces*, 40(3), 222-245. doi:10.1287/inte.1090.0492 [39]
- Northcote, A. E. A. (2007). Managing the Study Risk. *Project Evaluation Conference* (pp. 223-227). [40]
- Ovalle, A. W. (2012). Mass Caving Maximum Production Capacity. *MASSMIN 2012*. [41]
- Reichmann, W. J. (1962). *Use and Abuse of Statistics*. Oxford University Press. [42]
- Rozman, L. I. (1998). Measuring and managing the risk in resources and reserves, *Towards 2000 — Ore Reserves and Finance* (pp. 43-55). [43]
- Sabour, S. A., Dimitrakopoulos, R. G., & Kumral, M. (2008). Mine design selection under uncertainty. *Mining Technology : IMM Transactions section A*, 117(2), 53-64. [44]
- Sabour, S. A., & Poulin, R. (2006). Valuing Real Capital Investments Using The Least-Squares Monte Carlo Method. *The Engineering Economist*, 51(2), 141-160. [45]
- Sabour, S. A., & Poulin, R. (2010). Mine expansion decisions under uncertainty. *International Journal of Mining, Reclamation and Environment*, 24(4), 340-349. [46]
- Sabour, S. A., & Wood, G. (2009). Modelling financial risk in open pit mine projects: implications for strategic decision-making. *The Journal of the Southern African Institute of Mining and metallurgy*, 109(March), 169-175. [47]
- Samis, M., Davis, G., Laughton, D., & Poulin, R. (2006). Valuing uncertain asset cash flows when there are no options: A real options approach. *Resources Policy*, 30(4), 285-298. doi:10.1016/j.resourpol.2006.03.003 [48]
- Samis, M., Laughton, D., & Davis, G. (2005). Valuing resource extraction projects using real options. *CIM Bulletin*, 98(May), 82. [49]
- Samis, M., Martinez, L., Davis, G., & Whyte, J. (2011). Using Dynamic DCF and Real Option Methods for Economic Analysis in NI43-101 Technical Reports. *Draft Working Paper*, (September), 1-23. [50]
- Sayadi, A., Heidari, S., & Saydam, S. (2010). Study of key factors in geometrical and grade modelling of copper porphyry deposits. *Int. J. Mining and Mineral Engineering*, 2(1), 59-77. [51]

- Sepúlveda, G. F., Branch, J. W., & Jaramillo, P. (2010). An Approximation to the Open Pit mine Planning Approach Based on Decisions under Uncertainty. *Boletín de Ciencias de la Tierra*, 28(November), 7-14. [52]
- Shafiee, S., & Knights, P. (2010). Incorporating econometric price models in real options valuation of mining projects. *2010 Australian Mining Technology Conference* (pp. 93-109). [53]
- Snowden, D. V., Glacken, I., & Noppe, M. (2002). Dealing With Demands of Technical Variability and Uncertainty Along the Mine Value Chain Nodes of uncertainty. *Value Tracking Symposium* (pp. 1-8). [54]
- Tan, W., Liu, H., & Zhang, W. (2009). Real Option Model Application and Sensitivity Analysis in Mineral Resources Investment Project. *International Conference on Information Management, Innovation Management and Industrial Engineering* (pp. 200-203). Ieee. [55]
- Torries, T. (1998). Evaluating Mineral Projects: Applications and Misconceptions. *Society for Mining, Metallurgy and Exploration*. [56]
- Tulcanaza, E., & Zenteno, L. (1998). Options for Hedging Mine Planning Scenerios To Meet Contingencies. *Engineering and Mining Journal*, 199(5, 6, 7), 56-60, 36-38, 46-49. [57]
- Wang, T., & de Neufville, R. (n.d.). Identification of Real Options “in” Projects. *Proc. of INCOSE 16, Orlando*, 1-10. [58]
- White, D. H. (1990). Geomechanics and Cost Effective Block Caving. *Society for Mining, Metallurgy and Exploration*. [59]
- Whittle, G., Stange, W., & Hanson, N. (2007). Optimising Project Value and Robustness. *Project Evaluation Conference* (pp. 147-155). [60]



## **APPENDIX**



## B. OPEX

| Origin of Expense           | Variable              | Ud.   | Fixed/<br>Variable | Average<br>(2019-2057) |
|-----------------------------|-----------------------|-------|--------------------|------------------------|
| Gasto Remuneraciones        | Extracción            | KUS\$ | v                  | 7 335                  |
|                             | Reducción             | KUS\$ | v                  | 3 299                  |
|                             | Traspaso              | KUS\$ | f                  | 2 216                  |
|                             | Chancado Primario     | KUS\$ | f                  | 3 098                  |
|                             | Ventilación           | KUS\$ | f                  | -                      |
|                             | Transporte Principal  | KUS\$ | f                  | 1 736                  |
|                             | Transporte Intermedio | KUS\$ | f                  | 537                    |
|                             | Servicios Mina        | KUS\$ | f                  | 434                    |
|                             | Reparación de Area    | KUS\$ | v                  | 3 027                  |
| Gasto Servicios de Terceros | Extracción            | KUS\$ | v                  | -                      |
|                             | Reducción             | KUS\$ | v                  | -                      |
|                             | Traspaso              | KUS\$ | v                  | -                      |
|                             | Chancado Primario     | KUS\$ | f                  | -                      |
|                             | Ventilación           | KUS\$ | f                  | -                      |
|                             | Transporte Principal  | KUS\$ | f                  | -                      |
|                             | Transporte Intermedio | KUS\$ | f                  | -                      |
|                             | Servicios Mina        | KUS\$ | f                  | 5 661                  |
|                             | Reparación de Area    | KUS\$ | v                  | -                      |
| Gasto Suministros           | Extracción            | KUS\$ | v                  | -                      |
|                             | Reducción             | KUS\$ | v                  | 11                     |
|                             | Traspaso              | KUS\$ | v                  | -                      |
|                             | Chancado Primario     | KUS\$ | v                  | 1 249                  |
|                             | Ventilación           | KUS\$ | v                  | 13 095                 |
|                             | Transporte Principal  | KUS\$ | v                  | 23 142                 |
|                             | Transporte Intermedio | KUS\$ | v                  | 6 165                  |
|                             | Servicios Mina        | KUS\$ | f                  | 72                     |
|                             | Reparación de Area    | KUS\$ | v                  | 65                     |
| Gasto Combustible           | Extracción            | KUS\$ | v                  | 2 199                  |
|                             | Reducción             | KUS\$ | v                  | 27                     |
|                             | Traspaso              | KUS\$ | v                  | 60                     |
|                             | Chancado Primario     | KUS\$ | v                  | -                      |
|                             | Ventilación           | KUS\$ | f                  | -                      |
|                             | Transporte Principal  | KUS\$ | v                  | -                      |
|                             | Transporte Intermedio | KUS\$ | v                  | -                      |
|                             | Servicios Mina        | KUS\$ | f                  | 116                    |
|                             | Reparación de Area    | KUS\$ | v                  | 104                    |
| Gasto Materiales            | Extracción            | KUS\$ | v                  | 851                    |
|                             | Reducción             | KUS\$ | v                  | 1 419                  |
|                             | Traspaso              | KUS\$ | v                  | 355                    |
|                             | Chancado Primario     | KUS\$ | v                  | -                      |
|                             | Ventilación           | KUS\$ | f                  | -                      |
|                             | Transporte Principal  | KUS\$ | v                  | 2 509                  |
|                             | Transporte Intermedio | KUS\$ | v                  | 2 517                  |
|                             | Servicios Mina        | KUS\$ | f                  | 4                      |
|                             | Reparación de Area    | KUS\$ | v                  | 2 729                  |

|                                  |                       |       |   |        |
|----------------------------------|-----------------------|-------|---|--------|
| Gasto Remuneraciones M&R         | Extracción            | KUS\$ | v | 3 563  |
|                                  | Reducción             | KUS\$ | v | 308    |
|                                  | Traspaso              | KUS\$ | v | 414    |
|                                  | Chancado Primario     | KUS\$ | v | 1 295  |
|                                  | Ventilación           | KUS\$ | f | -      |
|                                  | Transporte Principal  | KUS\$ | v | 977    |
|                                  | Transporte Intermedio | KUS\$ | v | 924    |
|                                  | Servicios Mina        | KUS\$ | f | 3 466  |
|                                  | Reparación de Area    | KUS\$ | v | 407    |
| Gasto Materiales y Repuestos M&R | Extracción            | KUS\$ | v | 4 325  |
|                                  | Reducción             | KUS\$ | v | 912    |
|                                  | Traspaso              | KUS\$ | v | 383    |
|                                  | Chancado Primario     | KUS\$ | v | 3 090  |
|                                  | Ventilación           | KUS\$ | f | 3 120  |
|                                  | Transporte Principal  | KUS\$ | v | 10 281 |
|                                  | Transporte Intermedio | KUS\$ | v | 3 925  |
|                                  | Servicios Mina        | KUS\$ | v | 1 234  |
|                                  | Reparación de Area    | KUS\$ | v | 71     |
| Gastos Administración Mina       | Administración Mina   | KUS\$ | f | 10 058 |

## C. CAPEX

| DESCRIPCION                           |         |         |         |        |         | 2012    | 2013      | 2014    | 2015    | 2016    | 2017    |         |
|---------------------------------------|---------|---------|---------|--------|---------|---------|-----------|---------|---------|---------|---------|---------|
| Development for Infrastructure        |         |         |         |        |         | KUS\$   | 379 112   | 133 171 | 78 803  | 64 092  | 39 800  | 33 259  |
| Mine Preparation (2015-2019)          |         |         |         |        |         | KUS\$   | 0         | 0       | 0       | 10 735  | 22 372  | 90 038  |
| Mine Mobile Equipment & Parts         |         |         |         |        |         | KUS\$   | 0         | 0       | 0       | 0       | 0       | 13 317  |
| Total expense for Infrastructure Area |         |         |         |        |         | KUS\$   | 0         | 1 663   | 1 663   | 0       | 257 372 | 269 736 |
| Engineering and Owner’s Costs         |         |         |         |        |         | KUS\$   | 101 871   | 21 191  | 13 200  | 13 200  | 12 730  | 13 501  |
| Mine Closure Plan MCHS                |         |         |         |        |         | KUS\$   | 0         | 0       | 0       | 0       | 0       | 0       |
| TOTAL INVESTMENT COSTS (KUS\$)        |         |         |         |        |         | KUS\$   | 480 983   | 156 025 | 93 666  | 88 027  | 347 667 | 419 851 |
| Present Value – SCALABLE COSTS        |         |         |         |        |         | KUS\$   | 379 112   | 133 171 | 78 803  | 74 827  | 77 565  | 136 614 |
| Present Value – NON SCALABLE COSTS    |         |         |         |        |         | KUS\$   | 101 871   | 22 854  | 14 863  | 13 200  | 270 102 | 283 237 |
| 2018                                  | 2019    | 2020    | 2021    | 2022   | 2023    | 2024    | 2025      | 2026    | 2027    | 2028    | 2029    |         |
| 28 251                                | 56 298  | 83 227  | 54 575  | 26 123 | 22 524  | 5 796   | 8 095     | 20 873  | 63 146  | 121 459 | 141 208 |         |
| 19 945                                | 41 111  | 0       | 0       | 0      | 0       | 0       | 0         | 0       | 0       | 0       | 0       |         |
| 12 855                                | 0       | 3 200   | 3 030   | 7 200  | 5 923   | 4 500   | 7 200     | 6 773   | 7 786   | 3 450   | 5 975   |         |
| 266 512                               | 15 153  | 27 302  | 34 432  | 38 633 | 41 105  | 77 784  | 92 215    | 2 253   | 39 739  | 4 047   | 47 898  |         |
| 14 464                                | 10 600  | 0       | 0       | 0      | 0       | 0       | 0         | 0       | 0       | 0       | 0       |         |
| 0                                     | 0       | 0       | 0       | 0      | 179     | 1 813   | 1 142     | 1 765   | 2 312   | 2 594   | 2 775   |         |
| 342 027                               | 123 162 | 98 336  | 92 037  | 71 956 | 69 731  | 89 893  | 108 652   | 31 664  | 112 983 | 131 550 | 197 856 |         |
| 61 051                                | 97 409  | 71 034  | 57 605  | 33 323 | 28 447  | 10 296  | 15 295    | 27 646  | 70 932  | 124 909 | 147 183 |         |
| 280 976                               | 25 753  | 27 302  | 34 432  | 38 633 | 41 284  | 79 597  | 93 357    | 4 018   | 42 051  | 6 641   | 50 673  |         |
| 2030                                  | 2031    | 2032    | 2033    | 2034   | 2035    | 2036    | 2037      | 2038    | 2039    | 2040    | 2041    |         |
| 38 451                                | 51 187  | 53 169  | 37 555  | 30 999 | 67 978  | 82 632  | 40 620    | 23 119  | 38 330  | 37 503  | 41 498  |         |
| 0                                     | 0       | 0       | 0       | 0      | 0       | 0       | 0         | 0       | 0       | 0       | 0       |         |
| 5 600                                 | 4 800   | 14 159  | 3 950   | 4 000  | 5 600   | 5 973   | 12 320    | 5 050   | 4 800   | 7 700   | 3 260   |         |
| 30 689                                | 28 717  | 30 158  | 28 321  | 27 676 | 49 811  | 50 485  | 48 533    | 28 042  | 29 901  | 32 687  | 29 473  |         |
| 0                                     | 0       | 0       | 0       | 0      | 0       | 0       | 0         | 0       | 0       | 0       | 0       |         |
| 4 153                                 | 3 228   | 5 257   | 2 000   | 1 439  | 3 710   | 2 188   | 2 323     | 2 372   | 2 286   | 3 651   | 3 024   |         |
| 78 893                                | 87 932  | 102 743 | 71 826  | 64 114 | 127 099 | 141 278 | 103 796   | 58 583  | 75 317  | 81 541  | 77 255  |         |
| 44 051                                | 55 987  | 67 328  | 41 505  | 34 999 | 73 578  | 88 605  | 52 940    | 28 169  | 43 130  | 45 203  | 44 758  |         |
| 34 842                                | 31 945  | 35 415  | 30 321  | 29 115 | 53 521  | 52 673  | 50 856    | 30 414  | 32 187  | 36 338  | 32 497  |         |
| 2042                                  | 2043    | 2044    | 2045    | 2046   | 2047    | 2048    | 2049      | 2050    | 2051    | 2052    | 2053    |         |
| 32 073                                | 54 993  | 66 466  | 57 439  | 20 704 | 33 163  | 24 895  | 16 913    | 1 790   | 0       | 0       | 0       |         |
| 0                                     | 0       | 0       | 0       | 0      | 0       | 0       | 0         | 0       | 0       | 0       | 0       |         |
| 8 800                                 | 6 480   | 2 900   | 12 607  | 5 200  | 9 386   | 6 723   | 1 800     | 7 200   | 2 400   | 7 200   | 3 450   |         |
| 30 283                                | 59 713  | 61 005  | 56 521  | 26 267 | 27 226  | 32 279  | 30 813    | 28 674  | 19 898  | 14 827  | 7 617   |         |
| 0                                     | 0       | 0       | 0       | 0      | 0       | 0       | 0         | 0       | 0       | 0       | 0       |         |
| 732                                   | 2 291   | 2 069   | 2 316   | 2 260  | 2 686   | 3 928   | 2 791     | 1 109   | 5 062   | 2 100   | 3 467   |         |
| 71 888                                | 123 477 | 132 440 | 128 883 | 54 431 | 72 461  | 67 825  | 52 317    | 38 773  | 27 360  | 24 127  | 14 534  |         |
| 40 873                                | 61 473  | 69 366  | 70 046  | 25 904 | 42 549  | 31 618  | 18 713    | 8 990   | 2 400   | 7 200   | 3 450   |         |
| 31 015                                | 62 004  | 63 074  | 58 837  | 28 527 | 29 912  | 36 207  | 33 604    | 29 783  | 24 960  | 16 927  | 11 084  |         |
| 2054                                  | 2055    | 2056    | 2057    | 2058   | 2059    | 2060    | Total     |         |         |         |         |         |
| 0                                     | 0       | 0       | 0       | 0      | 0       | 0       | 2 211 288 |         |         |         |         |         |
| 0                                     | 0       | 0       | 0       | 0      | 0       | 0       | 184 201   |         |         |         |         |         |
| 0                                     | 0       | 0       | 0       | 0      | 0       | 0       | 233 153   |         |         |         |         |         |
| 3 687                                 | 0       | 0       | 0       | 0      | 0       | 0       | 2 119 011 |         |         |         |         |         |
| 0                                     | 0       | 0       | 0       | 0      | 0       | 0       | 169 257   |         |         |         |         |         |
| 2 230                                 | 1 465   | 3 386   | 2 490   | 1 970  | 1 644   | 358     | 92 564    |         |         |         |         |         |
| 5 917                                 | 1 465   | 3 386   | 2 490   | 1 970  | 1 644   | 358     | 5 009 475 |         |         |         |         |         |
| 0                                     | 0       | 0       | 0       | 0      | 0       | 0       |           |         |         |         |         |         |
| 5 917                                 | 1 465   | 3 386   | 2 490   | 1 970  | 1 644   | 358     |           |         |         |         |         |         |

## D. NSR CALCULATIONS

| <b>COPPER CONCENTRATE</b>                                       |          |                |
|---|----------|----------------|
| <b>CHUQUICAMATA UNDERGROUND PROJECT</b>                         |          |                |
| <b>NSR CALCULATION BY TON OF DRY Cu CON.</b>                    |          |                |
| (Calculations done using Pre-Feasibility Study data– year 2016) |          |                |
| <b>Year</b>   |          | <b>2016</b>    |
| Copper Price  | US\$/tf  | <b>5 517</b>   |
| Copper Grade  | %        | <b>32.2</b>    |
| Silver Grade  | ppm      | <b>124.0</b>   |
| Gold Grade  | ppm      | <b>0.4</b>     |
| Humidity  | %        | <b>8.5</b>     |
| Arsenic   | %        | <b>1.0</b>     |
| Metallurgical Discount – Cu                                     | %        | <b>3.4</b>     |
| TC  | US\$/tms | <b>-196.0</b>  |
| RC  | US\$/tf  | <b>-330.7</b>  |
| Silver Price  | US\$/oz  | <b>14.5</b>    |
| Gold Price  | US\$/oz  | <b>950.0</b>   |
| Silver Met Discount   | ppm      | <b>15.0</b>    |
| Gold Met Discount   | ppm      | <b>0.5</b>     |
| As Discount   | %        | <b>0.2</b>     |
| Penalty...  | US\$/tms | <b>-3.0</b>    |
| ...every  | %        | <b>0.1</b>     |
| Sales commission  | US\$/tms | <b>-0.6</b>    |
| Sampling and Analysis   | US\$/tms | <b>-0.1</b>    |
| Total transportation  | US\$/tmh | <b>-89.4</b>   |
| <b>TOTAL NSR US\$/T CCs</b>                                     |          | <b>1 345.1</b> |
| <b>NSR US\$/tf</b>  |          | <b>4 177.4</b> |

| <b>MOLYBDENUM CONCENTRATE</b>                                   |          |                 |
|---|----------|-----------------|
| <b>CHUQUICAMATA UNDERGROUND PROJECT</b>                         |          |                 |
| <b>NSR CALCULATION BY TON OF DRY Mo CON.</b>                    |          |                 |
| (Calculations done using Pre-Feasibility Study data– year 2016) |          |                 |
| <b>Year</b>   |          | <b>2016</b>     |
| Molybdenum Price  | US\$/tf  | <b>28 200</b>   |
| Molybdenum Grade  | %        | <b>50.0</b>     |
| Silver Grade  | ppm      | <b>0.0</b>      |
| Gold Grade  | ppm      | <b>0.0</b>      |
| Humidity  | %        | <b>8.5</b>      |
| Arsenic   | %        | <b>0.0</b>      |
| Metallurgical Discount – Mo                                     | US\$/tcc | <b>-380.0</b>   |
| TC  | US\$/tms | <b>-980.0</b>   |
| RC  | US\$/tf  | <b>-1380.0</b>  |
| Silver Price  | US\$/oz  | <b>0.0</b>      |
| Gold Price  | US\$/oz  | <b>0.0</b>      |
| Silver Met Discount   | ppm      | <b>0.0</b>      |
| Gold Met Discount   | ppm      | <b>0.0</b>      |
| As Discount   | %        | <b>0.0</b>      |
| Penalty...  | US\$/tms | <b>0.0</b>      |
| ...every  | %        | <b>0.1</b>      |
| Sales commission  | US\$/tms | <b>-4.8</b>     |
| Sampling and Analysis   | US\$/tms | <b>-0.1</b>     |
| Total transportation  | US\$/tmh | <b>-89.4</b>    |
| <b>TOTAL NSR US\$/T CCs</b>                                     |          | <b>11 948.1</b> |
| <b>NSR US\$/tf</b>  |          | <b>23 896.2</b> |

## E. BASE CASE CASH FLOW

(1/4)

|                                     |                 | <u>2012</u>       | <u>2013</u>       | <u>2014</u>       | <u>2015</u>       | <u>2016</u>       | <u>2017</u>       | <u>2018</u>       | <u>2019</u>     | <u>2020</u>      |
|-------------------------------------|-----------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-----------------|------------------|
|                                     |                 | Lv. 0             | Lv. 0             | Lv. 0             | Lv. 0             | Lv. 0             | Lv. 0             | Lv. 1             | Lv. 1           | Lv. 1            |
| <b>Production</b>                   |                 |                   |                   |                   |                   |                   |                   |                   |                 |                  |
| In-situ                             | kt              |                   |                   |                   |                   |                   |                   | 748               | 4 167           | 7 134            |
| Cu                                  | %               |                   |                   |                   |                   |                   |                   | 0.84%             | 1.04%           | 1.08%            |
| Mo                                  | %               |                   |                   |                   |                   |                   |                   | 0.06%             | 0.07%           | 0.07%            |
| Dilution                            | %               |                   |                   |                   |                   |                   |                   | 12.5%             | 12.5%           | 12.5%            |
| <b>Costs (OPEX)</b>                 | <b>\$US'000</b> |                   |                   |                   |                   |                   |                   | <b>16 811</b>     | <b>70 614</b>   | <b>110 656</b>   |
| Plant Operational Costs             | \$US/t min      |                   |                   |                   |                   |                   |                   | 7.88              | 7.88            | 7.88             |
| Variable Mining Op. Costs           | \$US/t min      |                   |                   |                   |                   |                   |                   | 2.34              | 5.25            | 3.71             |
| Fixed Mining Op. Costa              | \$US            |                   |                   |                   |                   |                   |                   | 8 076             | 8 076           | 16 153           |
| <b>Mill Feed</b>                    |                 |                   |                   |                   |                   |                   |                   |                   |                 |                  |
| ROM Mineral                         | kt              |                   |                   |                   |                   |                   |                   | 855               | 4 763           | 8 153            |
| ROM Cu Grade                        | %               |                   |                   |                   |                   |                   |                   | 0.75%             | 0.92%           | 0.96%            |
| ROM Mo Grade                        | %               |                   |                   |                   |                   |                   |                   | 0.05%             | 0.06%           | 0.06%            |
| Dry Cu Concentrate                  | kt              |                   |                   |                   |                   |                   |                   | 17.2              | 117.7           | 209.0            |
| Dry Mo Concentrate                  | kt              |                   |                   |                   |                   |                   |                   | 0.6               | 3.8             | 6.4              |
| <b>Net Sales</b>                    | <b>\$US'000</b> |                   |                   |                   |                   |                   |                   | <b>30 250</b>     | <b>203 328</b>  | <b>358 124</b>   |
| <b>Revenue Befre Tax &amp; Dep.</b> | <b>\$US'000</b> | 0                 | 0                 | 0                 | 0                 | 0                 | 0                 | 13 440            | 132 714         | 247 467          |
| <b>Depreciation Account</b>         | <b>\$US'000</b> | 0                 | 494 906           | 650 931           | 744 597           | 832 624           | 1 180 291         | 1 586 703         | 1 796 016       | 1 671 710        |
| <b>Yearly Depresiation</b>          | <b>\$US'000</b> | 0                 | 0                 | 0                 | 0                 | 0                 | 0                 | 13 440            | 132 714         | 247 467          |
| <b>Revenue before Taxes</b>         | <b>\$US'000</b> | 0                 | 0                 | 0                 | 0                 | 0                 | 0                 | 0                 | 0               | 0                |
| <b>Taxes (57%)</b>                  | <b>\$US'000</b> | 0                 | 0                 | 0                 | 0                 | 0                 | 0                 | 0                 | 0               | 0                |
| <b>Net Revenue</b>                  | <b>\$US'000</b> | 0                 | 0                 | 0                 | 0                 | 0                 | 0                 | 0                 | 0               | 0                |
| <b>Non Scalable CAPEX</b>           | <b>\$US'000</b> | 105 923           | 22 854            | 14 863            | 13 200            | 270 102           | 283 237           | 280 976           | 25 753          | 27 302           |
| <b>Scalable CAPEX</b>               | <b>\$US'000</b> | 388 983           | 133 171           | 78 803            | 74 827            | 77 565            | 136 614           | 61 051            | 97 409          | 71 034           |
| <b>Net Cash Flow</b>                | <b>\$US'000</b> | <b>-\$494 906</b> | <b>-\$156 025</b> | <b>-\$ 93 666</b> | <b>-\$ 88 027</b> | <b>-\$347 667</b> | <b>-\$419 851</b> | <b>-\$328 587</b> | <b>\$ 9 552</b> | <b>\$149 131</b> |

## Base Case Cash Flow (2/4)

| <u>2021</u>       | <u>2022</u>       | <u>2023</u>       | <u>2024</u>       | <u>2025</u>       | <u>2026</u>       | <u>2027</u>       | <u>2028</u>       | <u>2029</u>       | <u>2030</u>       | <u>2031</u>       | <u>2032</u>       | <u>2033</u>       |
|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Lv. 1             | Lv. 1             | Lv. 1             | Lv. 1             | Lv. 1             | Lv. 1             | Lv. 1             | Lv. 1             | Lv. 1             | Lv. 1             | Lv. 2             | Lv. 2             | Lv. 2             |
| 16 959            | 24 938            | 34 911            | 39 540            | 44 052            | 44 059            | 44 071            | 44 081            | 43 947            | 43 858            | 43 607            | 43 254            | 42 918            |
| 1.21%             | 1.16%             | 1.12%             | 1.11%             | 1.06%             | 0.98%             | 0.95%             | 0.93%             | 0.88%             | 0.89%             | 0.93%             | 0.94%             | 0.86%             |
| 0.08%             | 0.07%             | 0.07%             | 0.07%             | 0.07%             | 0.07%             | 0.07%             | 0.06%             | 0.07%             | 0.07%             | 0.07%             | 0.07%             | 0.06%             |
| 12.5%             | 12.5%             | 12.5%             | 12.6%             | 12.6%             | 12.6%             | 12.6%             | 12.5%             | 12.8%             | 13.0%             | 13.5%             | 14.2%             | 14.8%             |
| <b>217 354</b>    | <b>315 486</b>    | <b>427 176</b>    | <b>483 798</b>    | <b>533 538</b>    | <b>535 626</b>    | <b>538 866</b>    | <b>539 697</b>    | <b>542 815</b>    | <b>541 826</b>    | <b>543 344</b>    | <b>543 484</b>    | <b>541 580</b>    |
| 7.88              | 7.88              | 7.88              | 7.88              | 7.88              | 7.88              | 7.88              | 7.88              | 7.88              | 7.88              | 7.88              | 7.88              | 7.88              |
| 2.50              | 2.34              | 2.22              | 2.10              | 2.07              | 2.11              | 2.17              | 2.19              | 2.25              | 2.23              | 2.26              | 2.26              | 2.22              |
| 16 153            | 24 229            | 24 229            | 32 305            | 32 305            | 32 305            | 32 305            | 32 305            | 32 305            | 32 305            | 32 305            | 32 305            | 32 305            |
| 19 381            | 28 500            | 39 908            | 45 232            | 50 400            | 50 400            | 50 400            | 50 400            | 50 400            | 50 400            | 50 400            | 50 400            | 50 400            |
| 1.07%             | 1.03%             | 0.99%             | 0.98%             | 0.94%             | 0.87%             | 0.85%             | 0.82%             | 0.78%             | 0.79%             | 0.82%             | 0.82%             | 0.75%             |
| 0.07%             | 0.06%             | 0.06%             | 0.06%             | 0.06%             | 0.07%             | 0.06%             | 0.06%             | 0.06%             | 0.06%             | 0.06%             | 0.06%             | 0.05%             |
| 557.3             | 785.9             | 1 057.9           | 1 189.4           | 1 266.7           | 1 178.4           | 1 144.1           | 1 111.2           | 1 058.2           | 1 063.9           | 1 106.0           | 1 111.6           | 1 014.6           |
| 18.1              | 23.6              | 32.4              | 37.5              | 40.9              | 42.9              | 41.6              | 37.3              | 39.6              | 38.8              | 39.0              | 37.2              | 33.3              |
| <b>965 397</b>    | <b>1 338 645</b>  | <b>1 810 349</b>  | <b>2 048 528</b>  | <b>2 193 140</b>  | <b>2 098 032</b>  | <b>2 036 076</b>  | <b>1 940 286</b>  | <b>1 895 972</b>  | <b>1 894 866</b>  | <b>1 953 623</b>  | <b>1 939 379</b>  | <b>1 763 265</b>  |
| 748 044           | 1 023 159         | 1 383 173         | 1 564 730         | 1 659 602         | 1 562 406         | 1 497 210         | 1 400 589         | 1 353 156         | 1 353 040         | 1 410 279         | 1 395 895         | 1 221 685         |
| 1 288 840         | 807 612           | 247 665           | 69 731            | 89 893            | 108 652           | 31 664            | 112 983           | 131 550           | 197 856           | 78 893            | 87 932            | 102 743           |
| 481 206           | 573 265           | 631 903           | 247 665           | 69 731            | 89 893            | 108 652           | 31 664            | 112 983           | 131 550           | 197 856           | 78 893            | 87 932            |
| 266 837           | 449 894           | 751 270           | 1 317 064         | 1 589 871         | 1 472 513         | 1 388 558         | 1 368 925         | 1 240 173         | 1 221 490         | 1 212 423         | 1 317 002         | 1 133 753         |
| 152 097           | 256 439           | 428 224           | 750 727           | 906 226           | 839 332           | 791 478           | 780 287           | 706 899           | 696 249           | 691 081           | 750 691           | 646 239           |
| 114 740           | 193 454           | 323 046           | 566 338           | 683 644           | 633 181           | 597 080           | 588 638           | 533 275           | 525 241           | 521 342           | 566 311           | 487 514           |
| 34 432            | 38 633            | 41 284            | 79 597            | 93 357            | 4 018             | 42 051            | 6 641             | 50 673            | 34 842            | 31 945            | 35 415            | 30 321            |
| 57 605            | 33 323            | 28 447            | 10 296            | 15 295            | 27 646            | 70 932            | 124 909           | 147 183           | 44 051            | 55 987            | 67 328            | 41 505            |
| <b>\$ 503 909</b> | <b>\$ 694 763</b> | <b>\$ 885 218</b> | <b>\$ 724 110</b> | <b>\$ 644 723</b> | <b>\$ 691 410</b> | <b>\$ 592 749</b> | <b>\$ 488 752</b> | <b>\$ 448 402</b> | <b>\$ 577 898</b> | <b>\$ 631 266</b> | <b>\$ 542 461</b> | <b>\$ 503 620</b> |



## Base Case Cash Flow (3/4)

| <u>2034</u>       | <u>2035</u>       | <u>2036</u>       | <u>2037</u>       | <u>2038</u>       | <u>2039</u>       | <u>2040</u>       | <u>2041</u>       | <u>2042</u>       | <u>2043</u>       | <u>2044</u>       | <u>2045</u>       | <u>2046</u>       |
|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Lv. 2             | Lv. 2             | Lv. 2             | Lv. 2             | Lv. 2             | Lv. 2             | Lv. 3             | Lv. 3             | Lv. 3             | Lv. 3             | Lv. 3             | Lv. 3             | Lv. 3             |
| 42 840            | 42 840            | 42 840            | 42 840            | 42 840            | 42 840            | 42 840            | 42 840            | 42 840            | 42 840            | 42 840            | 42 840            | 42 840            |
| 0.80%             | 0.77%             | 0.72%             | 0.70%             | 0.68%             | 0.73%             | 0.71%             | 0.78%             | 0.82%             | 0.74%             | 0.70%             | 0.69%             | 0.64%             |
| 0.05%             | 0.05%             | 0.05%             | 0.06%             | 0.05%             | 0.07%             | 0.06%             | 0.07%             | 0.08%             | 0.06%             | 0.06%             | 0.05%             | 0.04%             |
| 15.0%             | 15.0%             | 15.0%             | 15.0%             | 15.0%             | 15.0%             | 15.0%             | 15.0%             | 15.0%             | 15.0%             | 15.0%             | 15.0%             | 15.0%             |
| <b>536 392</b>    | <b>536 684</b>    | <b>537 404</b>    | <b>543 792</b>    | <b>547 116</b>    | <b>550 257</b>    | <b>552 790</b>    | <b>547 211</b>    | <b>547 050</b>    | <b>546 456</b>    | <b>549 454</b>    | <b>557 124</b>    | <b>560 506</b>    |
| 7.88              | 7.88              | 7.88              | 7.88              | 7.88              | 7.88              | 7.88              | 7.88              | 7.88              | 7.88              | 7.88              | 7.88              | 7.88              |
| 2.12              | 2.13              | 2.14              | 2.27              | 2.33              | 2.40              | 2.45              | 2.34              | 2.33              | 2.32              | 2.38              | 2.53              | 2.60              |
| 32 305            | 32 305            | 32 305            | 32 305            | 32 305            | 32 305            | 32 305            | 32 305            | 32 305            | 32 305            | 32 305            | 32 305            | 32 305            |
| 50 400            | 50 400            | 50 400            | 50 400            | 50 400            | 50 400            | 50 400            | 50 400            | 50 400            | 50 400            | 50 400            | 50 400            | 50 400            |
| 0.70%             | 0.67%             | 0.62%             | 0.61%             | 0.59%             | 0.64%             | 0.62%             | 0.68%             | 0.71%             | 0.64%             | 0.61%             | 0.60%             | 0.56%             |
| 0.04%             | 0.05%             | 0.05%             | 0.05%             | 0.05%             | 0.06%             | 0.05%             | 0.06%             | 0.07%             | 0.05%             | 0.05%             | 0.04%             | 0.04%             |
| 941.1             | 903.6             | 843.7             | 828.7             | 801.1             | 859.2             | 835.1             | 919.8             | 957.2             | 870.8             | 829.7             | 813.6             | 759.3             |
| 29.3              | 29.5              | 30.3              | 31.7              | 30.1              | 36.4              | 33.1              | 39.9              | 43.6              | 35.9              | 32.2              | 27.4              | 24.2              |
| <b>1 615 443</b>  | <b>1 567 599</b>  | <b>1 497 320</b>  | <b>1 493 478</b>  | <b>1 436 631</b>  | <b>1 590 089</b>  | <b>1 518 275</b>  | <b>1 713 981</b>  | <b>1 808 463</b>  | <b>1 600 641</b>  | <b>1 500 667</b>  | <b>1 421 731</b>  | <b>1 310 701</b>  |
| 1 079 051         | 1 030 915         | 959 917           | 949 687           | 889 515           | 1 039 831         | 965 485           | 1 166 770         | 1 261 413         | 1 054 185         | 951 213           | 864 607           | 750 195           |
| 71 826            | 64 114            | 127 099           | 141 278           | 103 796           | 58 583            | 75 317            | 81 541            | 77 255            | 71 888            | 123 477           | 132 440           | 128 883           |
| 102 743           | 71 826            | 64 114            | 127 099           | 141 278           | 103 796           | 58 583            | 75 317            | 81 541            | 77 255            | 71 888            | 123 477           | 132 440           |
| 976 308           | 959 089           | 895 803           | 822 588           | 748 237           | 936 035           | 906 902           | 1 091 453         | 1 179 872         | 976 930           | 879 325           | 741 130           | 617 755           |
| 556 495           | 546 681           | 510 607           | 468 875           | 426 495           | 533 540           | 516 934           | 622 128           | 672 527           | 556 850           | 501 215           | 422 444           | 352 120           |
| 419 812           | 412 408           | 385 195           | 353 713           | 321 742           | 402 495           | 389 968           | 469 325           | 507 345           | 420 080           | 378 110           | 318 686           | 265 635           |
| 29 115            | 53 521            | 52 673            | 50 856            | 30 414            | 32 187            | 36 338            | 32 497            | 31 015            | 62 004            | 63 074            | 58 837            | 28 527            |
| 34 999            | 73 578            | 88 605            | 52 940            | 28 169            | 43 130            | 45 203            | 44 758            | 40 873            | 61 473            | 69 366            | 70 046            | 25 904            |
| <b>\$ 458 441</b> | <b>\$ 357 135</b> | <b>\$ 308 031</b> | <b>\$ 377 016</b> | <b>\$ 404 437</b> | <b>\$ 430 974</b> | <b>\$ 367 010</b> | <b>\$ 467 387</b> | <b>\$ 516 998</b> | <b>\$ 373 858</b> | <b>\$ 317 558</b> | <b>\$ 313 280</b> | <b>\$ 343 644</b> |



## Base Case Cash Flow (4/4)

| <u>2047</u><br>Lv. 3 | <u>2048</u><br>Lv. 4 | <u>2049</u><br>Lv. 4 | <u>2050</u><br>Lv. 4 | <u>2051</u><br>Lv. 4 | <u>2052</u><br>Lv. 4 | <u>2053</u><br>Lv. 4 | <u>2054</u><br>Lv. 4 | <u>2055</u><br>Lv. 4 | <u>2056</u><br>Lv. 4 | <u>2057</u><br>Lv. 4 | <u>2058</u><br>Closure | <u>2059</u><br>Closure |
|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|------------------------|------------------------|
| 42 840               | 42 840               | 42 840               | 42 840               | 42 840               | 42 840               | 42 840               | 42 074               | 37 481               | 28 974               | 17 333               | 3 258                  |                        |
| 0.67%                | 0.69%                | 0.80%                | 0.82%                | 0.75%                | 0.73%                | 0.71%                | 0.67%                | 0.68%                | 0.67%                | 0.58%                | 0.54%                  |                        |
| 0.04%                | 0.05%                | 0.06%                | 0.07%                | 0.06%                | 0.05%                | 0.05%                | 0.04%                | 0.04%                | 0.03%                | 0.03%                | 0.03%                  |                        |
| 15.0%                | 15.0%                | 15.0%                | 15.0%                | 15.0%                | 15.0%                | 15.0%                | 15.0%                | 15.0%                | 15.0%                | 15.0%                | 15.0%                  |                        |
| <b>561 205</b>       | <b>563 350</b>       | <b>557 115</b>       | <b>558 375</b>       | <b>555 442</b>       | <b>553 596</b>       | <b>551 038</b>       | <b>518 784</b>       | <b>436 659</b>       | <b>329 690</b>       | <b>210 386</b>       | <b>55 322</b>          |                        |
| 7.88                 | 7.88                 | 7.88                 | 7.88                 | 7.88                 | 7.88                 | 7.88                 | 7.88                 | 7.88                 | 7.88                 | 7.88                 | 7.88                   |                        |
| 2.61                 | 2.66                 | 2.53                 | 2.56                 | 2.50                 | 2.46                 | 2.41                 | 1.95                 | 1.29                 | 1.08                 | 1.25                 | 2.34                   |                        |
| 32 305               | 32 305               | 32 305               | 32 305               | 32 305               | 32 305               | 32 305               | 32 305               | 32 305               | 24 229               | 24 229               | 16 153                 |                        |
| 50 400               | 50 400               | 50 400               | 50 400               | 50 400               | 50 400               | 50 400               | 49 499               | 44 095               | 34 087               | 20 392               | 3 833                  |                        |
| 0.58%                | 0.60%                | 0.70%                | 0.71%                | 0.66%                | 0.64%                | 0.62%                | 0.59%                | 0.59%                | 0.58%                | 0.51%                | 0.47%                  |                        |
| 0.04%                | 0.04%                | 0.05%                | 0.06%                | 0.05%                | 0.04%                | 0.04%                | 0.04%                | 0.03%                | 0.03%                | 0.02%                | 0.02%                  |                        |
| 784.9                | 814.2                | 941.7                | 958.6                | 886.5                | 862.8                | 840.2                | 778.6                | 699.1                | 533.1                | 279.0                | 48.4                   | -                      |
| 24.6                 | 26.5                 | 34.5                 | 38.8                 | 33.0                 | 29.1                 | 25.9                 | 22.7                 | 19.0                 | 12.6                 | 6.4                  | 1.2                    | -                      |
| <b>1 349 931</b>     | <b>1 411 624</b>     | <b>1 679 062</b>     | <b>1 753 497</b>     | <b>1 587 009</b>     | <b>1 508 335</b>     | <b>1 439 599</b>     | <b>1 317 913</b>     | <b>1 166 742</b>     | <b>867 781</b>       | <b>452 134</b>       | <b>79 292</b>          | <b>0</b>               |
| 788 726              | 848 274              | 1 121 947            | 1 195 122            | 1 031 567            | 954 739              | 888 561              | 799 129              | 730 083              | 538 091              | 241 748              | 23 970                 | 0                      |
| 54 431               | 72 461               | 67 825               | 52 317               | 38 773               | 27 360               | 24 127               | 14 534               | 5 917                | 1 465                | 3 386                | 2 490                  | 4 460                  |
| 128 883              | 54 431               | 72 461               | 67 825               | 52 317               | 38 773               | 27 360               | 24 127               | 14 534               | 5 917                | 1 465                | 3 386                  | 0                      |
| 659 843              | 793 843              | 1 049 486            | 1 127 297            | 979 250              | 915 966              | 861 201              | 775 002              | 715 549              | 532 174              | 240 283              | 20 584                 | 0                      |
| 376 110              | 452 491              | 598 207              | 642 559              | 558 173              | 522 100              | 490 885              | 441 751              | 407 863              | 303 339              | 136 961              | 11 733                 | 0                      |
| 283 732              | 341 353              | 451 279              | 484 738              | 421 078              | 393 865              | 370 317              | 333 251              | 307 686              | 228 835              | 103 322              | 8 851                  | 0                      |
| 29 912               | 36 207               | 33 604               | 29 783               | 24 960               | 16 927               | 11 084               | 5 917                | 1 465                | 3 386                | 2 490                | 1 970                  | 1 644                  |
| 42 549               | 31 618               | 18 713               | 8 990                | 2 400                | 7 200                | 3 450                | 0                    | 0                    | 0                    | 0                    | 0                      | 0                      |
| <b>\$ 340 154</b>    | <b>\$ 327 959</b>    | <b>\$ 471 423</b>    | <b>\$ 513 790</b>    | <b>\$ 446 035</b>    | <b>\$ 408 511</b>    | <b>\$ 383 143</b>    | <b>\$ 351 461</b>    | <b>\$ 320 755</b>    | <b>\$ 231 366</b>    | <b>\$ 102 297</b>    | <b>\$ 10 267</b>       | <b>-\$ 1 644</b>       |

