



*DC&R presentation*

# Delgado Consulting & Representations

Value-added services for  
engineering and construction

# Business priorities

- Customer identification;
- Sales;
- Collection of resources;
- Deadlines;
- Financial statements;
- Customer satisfaction.



# Typically relegated topics

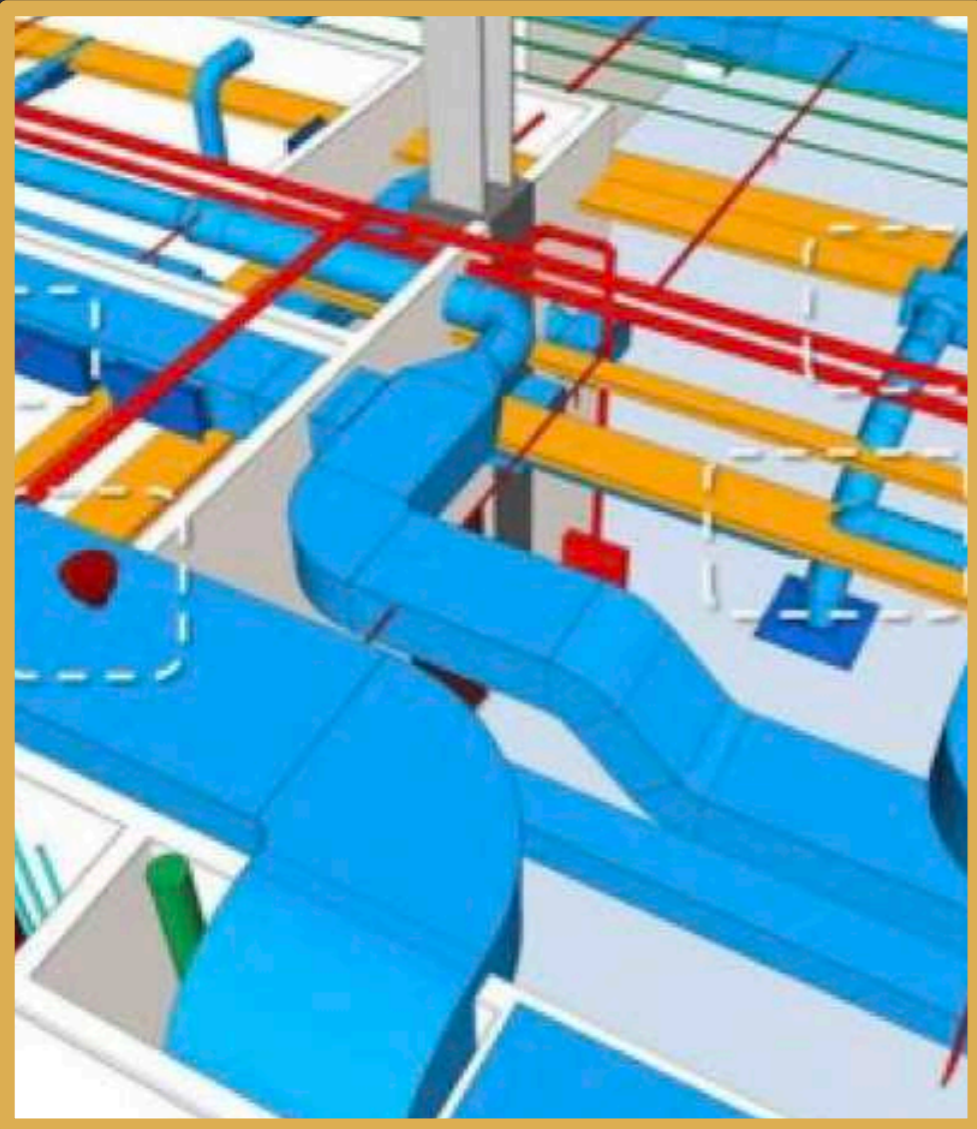
- Timely identification and solution of interferences;
- Scope control;
- Control of the cost associated with the advance / forecast at closing;
- Timely identification of deviations;
- Proper handling of the contract;
- Risk management;
- Timely notifications between customer and supplier;
- Timely conflicts resolution.

# Services offered

- BIM integration;
- Virtual Design and Construction (VDC);
- Contractual advice;
- Risk management;
- Progress and cost control system

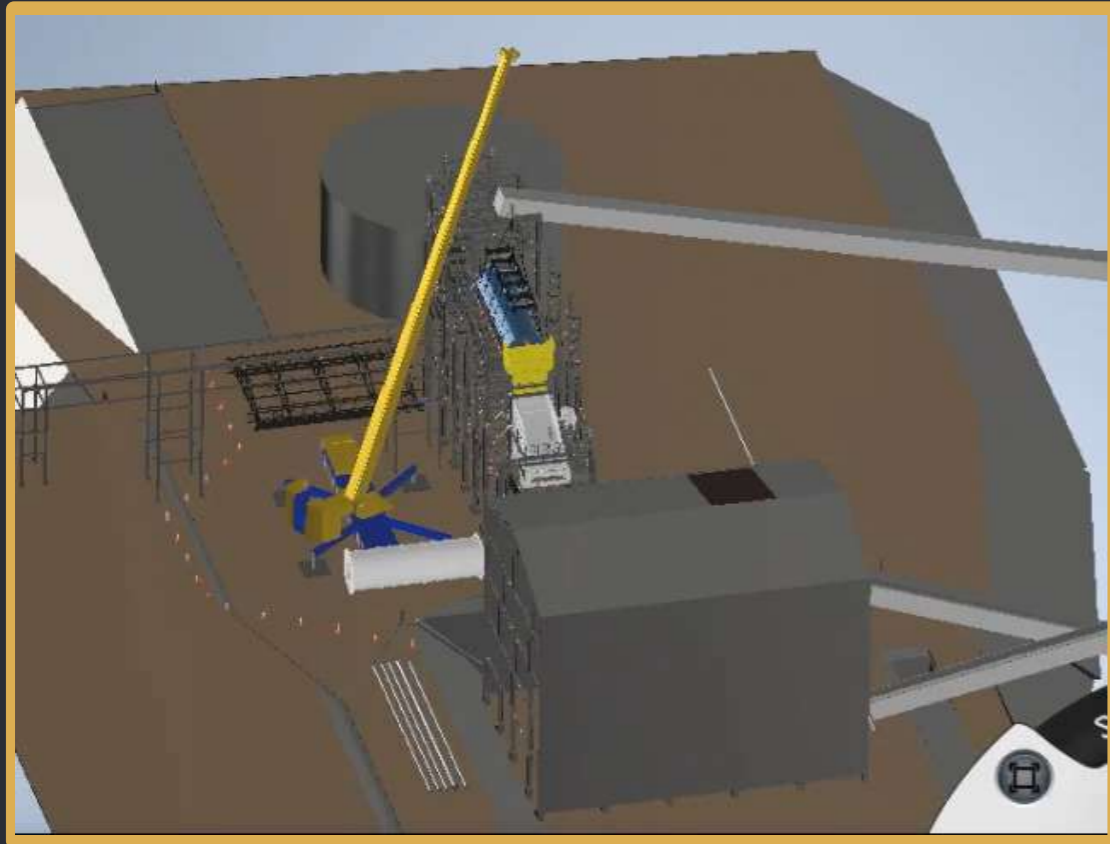


# BIM integration



- Meetings with architects and specialists;
- Integration supervision using Building Information Modeling (BIM):
- Unified three-dimensional model;
- Interferences detection;
- Information extraction: dimensions, attributes, etc .;
- Drawings generation;
- Properties of each element.

# *Virtual Design and Construction (VDC)*

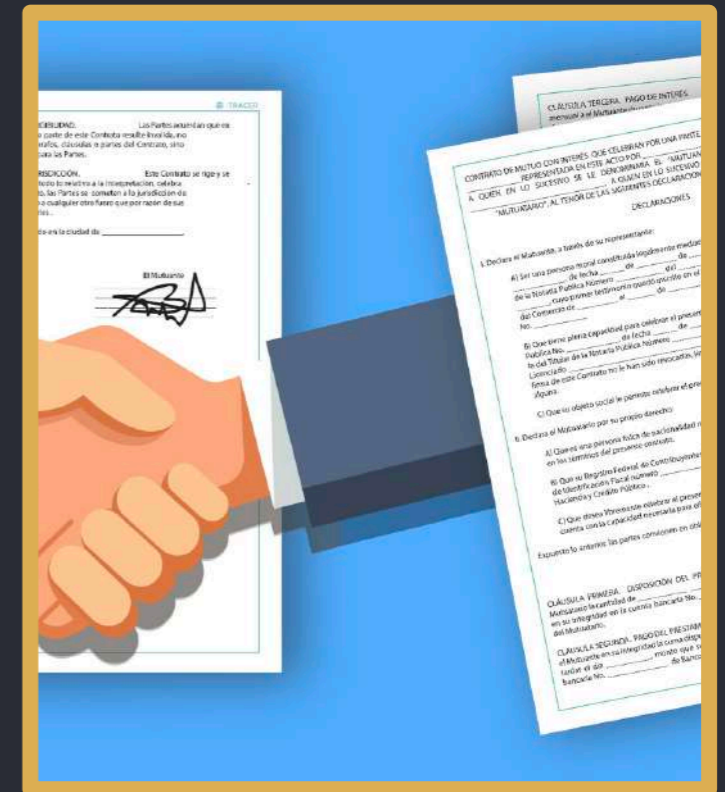


- Simulation of the construction process;
- Constructability analysis;
- Development of rigging plans with experienced staff;



# Contractual advice

- Review of contract prior to closing;
- Risk mitigation;
- Contractual support during execution;
- Conflict management;
- Advice for contractual settlement.



# Risk management

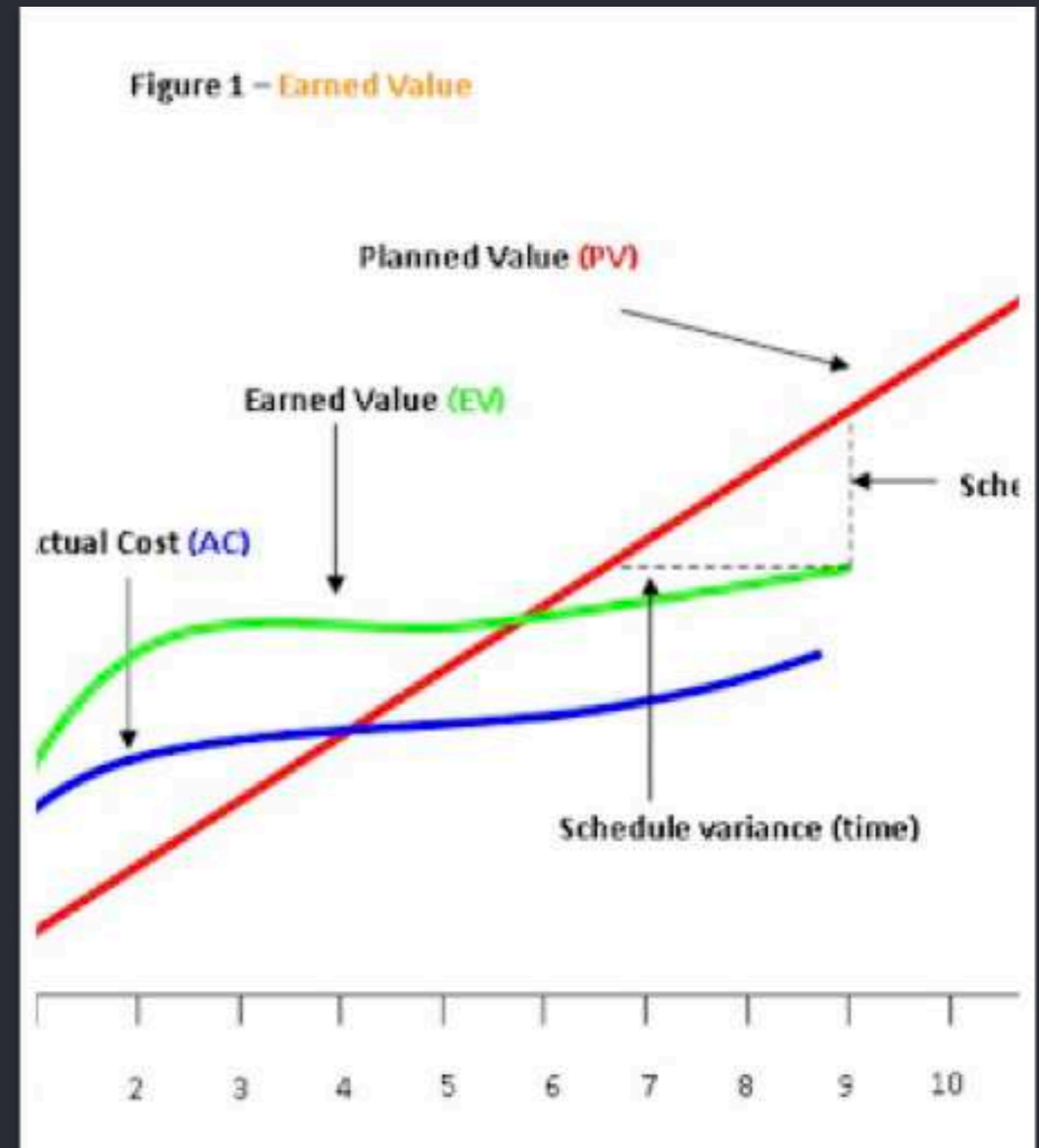
- Risk management plan;
- Risk workshops;
- Qualitative analysis;
- Quantitative analysis;
- Response plans.

	Probabilidad				
Impacto	Muy alta	Alta	Media	Baja	Muy baja
Muy Alto	25	20	15	10	5
Alto	20	16	12	8	4
Medio	15	12	9	6	3
Bajo	10	8	6	4	2
Muy bajo	5	4	3	2	1

REGISTRO DE RIESGOS												
PROYECTO	1025 - Planta 02											
PROPIETARIO	Inv. Del Cerro											
MONTO (U\$)	523,000,000											
PLAZO (Meses)	24											
FECHA REGISTRO	12/03/2020											
ID	DESCRIPCIÓN	COMPONENTE	TIPO	CAUSA RAÍZ	DETONANTE	EFFECTOS	IMPACTO	PROBABILIDAD RANGO	PONDERACIÓN DE RIESGO	ACCIÓN	DUÑO	ESTADO
025-01	Financiamiento incompleto	Finanzas	Amenaza	Error en estimación de costos	Detección de mayores costos	Paralización de proyecto	Muy alto (Imp>15%Inv\$)	Muy baja (10%>p%)	5	Mitigar	C. Tello	Activo
025-02	Oposición de pobladores	Social	Amenaza	Carencia de involucramiento de la comunidad	Presencia de equipos de construcción en la zona	Paralización de proyecto	Muy alto (Imp>15%Inv\$)	Alta (80%>p%>=60%)	20	Mitigar	L. Rojas	Activo
025-03	Problemas con la nueva tecnología	Tecnología	Amenaza	Tecnología no probada	Rendimientos debajo de los nominales	Menor producción, baja de rentabilidad	Bajo (5%Inv\$>Imp>1%Inv\$)	Media (60%>p%>=30%)	6	Evitar	A. Pérez	Activo
025-04	Seguridad de la operación	Seguridad	Amenaza	Fallas en diseño o carencia de entrenamiento	Accidente	Pérdidas humanas o materiales	Muy alto (Imp>15%Inv\$)	Baja (30%>p%>=10%)	10	Evitar	L. Lira	Activo
025-05	Retrasos en puesta en operación	Cronograma	Amenaza	Mala estimación de plazos	Tareas duran más de lo planeado	Fecha de arranque retrasada	Bajo (5%Inv\$>Imp>1%Inv\$)	Baja (30%>p%>=10%)	4	Mitigar	L. Rojas	Activo
025-06	Retrasos en puesta en operación	Cronograma	Amenaza	Fallas en la ejecución	Errores durante la ejecución	Fecha de arranque retrasada	Bajo (5%Inv\$>Imp>1%Inv\$)	Baja (30%>p%>=10%)	4	Mitigar	A. Pérez	Activo
025-07	Impactos al ambiente	Ambiental	Amenaza	Exceso de emisiones	Incorrecta estimación de emisiones	Paralización de la operación	Muy alto (Imp>15%Inv\$)	Muy baja (10%>p%)	5	Evitar	A. Pérez	Activo
025-08	Variación de regulación tributaria	Finanzas	Amenaza	Cambios de legislación	Cambio de gestión	Sobrecostos de operación, reducción de márgenes	Bajo (5%Inv\$>Imp>1%Inv\$)	Baja (30%>p%>=10%)	4	Evitar	L. Lira	Activo
025-09	Efectos climáticos durante la construcción	Cronograma	Amenaza	Clima	Lluvias o tormentas	Retrasos en ejecución	Bajo (5%Inv\$>Imp>1%Inv\$)	Baja (30%>p%>=10%)	4	Aceptar	A. Pérez	Activo

# Progress and cost control system

- Execution cost planning;
- Direct association of advance and cost;
- Permanent control of deviations.



# Representations

- PHB Weserhütte<sup>1</sup>:
  - Materials handling and mining;
  - Storage systems;
  - Ports equipment;
  - Conveyors
- Note 1: Part of the Spaniard Grupo TSK: Energy, Material Handling, Electrical Infrastructure, Gas to Power, Industry, Environment, Digital Innovation



# Representations

- Components Only<sup>1</sup>:
  - Sale of components outright (ad hoc when a machine is down or to place the component into their rotatable pool);
  - Service Exchange program (preferred option: rebuild component in exchange for a used 'core');
  - Sale of parts (ad hoc or ongoing)
- Note 1: Part of Equipzar group: Equipment Exchange, Components Only and Partxa



OUR COMPANY

# COMPONENTS ONLY

Global Sourcing, Selling and Marketing | Equipment, Components and Parts

OUR RECENT PROJECTS



## Equipment

- LeT L1850 G2
- Liebherr T284 & T282C
- Komatsu 830E
- Haulmax 3900's
- CAT D11E's



## Components

- CAT Engines and Transmissions
- 33 x QSK60 Engines
- 6090 Lift Cylinders
- EH4000/5000 Major Components
- MT4400 Major Components



## Parts

- 600K+ Line Items of New Unused OEM-OPM Parts Options - All Makes | All Models
- Surplus Stock Remarketing Solutions

OUR CUSTOMERS



WE ARE A MEMBER OF



OUR DATA PLATFORM



Proprietary Software | Global Database



### Tracking

62,000 Registered Assets



220,000 Components



600,000 Parts



5,000 Contacts



2,800 Companies



# Our clients say ...

*"... His work has been very effective and professional, in a most complicated area of management. A good choice for the consulting that the company needed"*

Carlos Bravo, Operations Manager, BISA

The logo for BISA, featuring the word "BISA" in a bold, black, sans-serif font. A small red square is positioned to the left of the letter "B". The entire logo is enclosed within a thin orange rectangular border.The logo for ALMASA CONSTRUCTORA. It features the word "ALMASA" in a bold, blue, sans-serif font, with "CONSTRUCTORA" in a smaller, blue, sans-serif font below it. The logo is enclosed within a thin orange rectangular border.

*"The service was provided to total satisfaction, demonstrating extensive knowledge of the particular requirements demanded by mining companies"*

Luis Saravia, General Manager, Almasa

*"A prime quality service. Excellent approach in the strategy combined with urgency sense"*

Carlos Albinagorta, Operations Manager, GyM S.A.

The logo for Grupo Graña y Montero. It features a stylized orange square icon to the left of the text "Grupo Graña y Montero" in a black, sans-serif font. The logo is enclosed within a thin orange rectangular border.The logo for ADP AEROPUERTOS DEL PERU. It features the letters "ADP" in a large, bold, black, sans-serif font, with "AEROPUERTOS DEL PERU" in a smaller, black, sans-serif font below it. To the right of the text is a stylized graphic of a green and red triangle. The logo is enclosed within a thin orange rectangular border.

*"...a very competent professional, knowledgeable in his field and with a lot of judgement and analysis."*

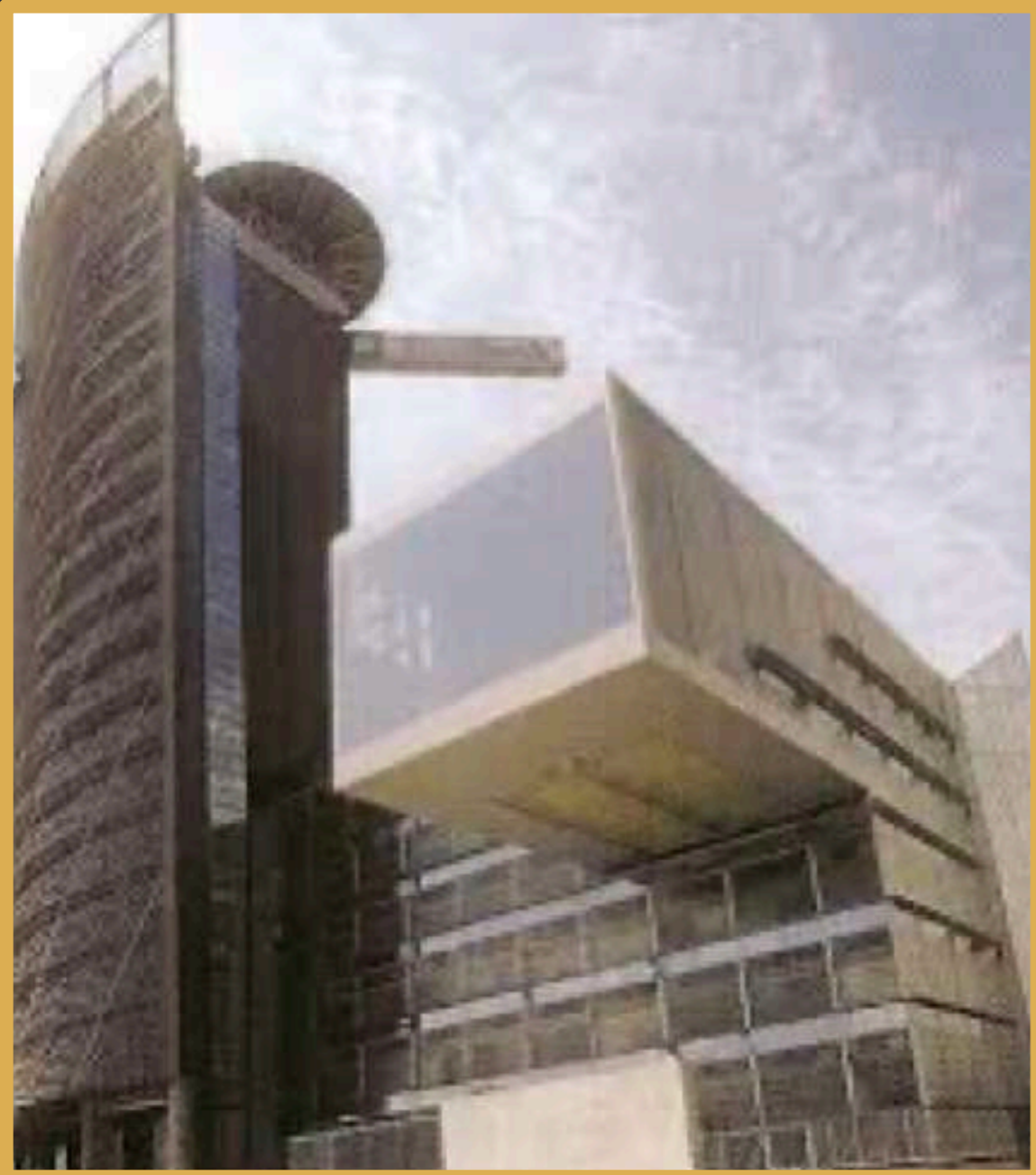
Evans Avendaño, General Manager, AdP

*"Great professionalism. Due and timely performance of the services offered."*

Guillermo Sánchez, Legal Manager and Compliance Officer, EQUANS

The logo for CUMBRA. It features a stylized purple and blue geometric icon to the left of the word "CUMBRA" in a bold, black, sans-serif font. The logo is enclosed within a thin orange rectangular border.The logo for EQUANS. It features a stylized green and blue leaf-like icon to the left of the word "EQUANS" in a bold, black, sans-serif font. The logo is enclosed within a thin orange rectangular border.

# Training and experience



- Civil engineer from PUCP, more than 30 years in Engineering & Construction;
- Master of Business Administration (MBA); Y
- International Project Certification (PMP);
- Commercial and operations management for more than USD 65 MM / year;
- Management of international contracts up to USD 42 MM;
- Emblematic works in Lima:
  - Pyramids and skylights of the Jockey Plaza;
  - Larcomar Chimneys - helicopter assembly;
  - Trading floor (cube) of Interbank;
  - Lima Convention Center
  - Bridges: “Habich” road interchange; “Army” bridges; “Yellow line” road bridges.
- Heavy industry (capex up to USD 5 billion):
  - EPC, fabrications and assemblies for Minera Yanacocha;
  - Engineering studies for Antamina and Milpo;
  - FEED for Talisman at Situche Central;
  - E-CM and PCM for Volcan;
  - EPC for Minsur;
  - Fabrications and assemblies for the Modernization of the Talara Refinery.
  - Engineering and manufacturing for Quellaveco, Cerro Verde and SPCC.

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# Thank you

Delgado Consulting & Representations

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