



Celta is a consulting and investment services company  
focused on the South American mining industry.  
Headquartered in Chile, it was established in 1990

# Our Clients

Since 1990, Celta provides commercial and financial services to the mining industry.

Our main clients have included:



**FREPORT-McMoRAN  
COPPER & GOLD**



# Services

## Trading

- **Concentrates:** on behalf of Ocean Partners (formerly Pechiney World Trade), Celta specialized in securing long-term, annual and spot concentrate contracts of copper and zinc in the region.
- **Copper Cathodes:** on behalf of Pechiney, for several years Celta secured copper cathodes contracts in Chile and Brazil.
- **Copper by-products, sulphuric acid and sulphur:** Celta managed BCT Chemtrade Ltda., a subsidiary of BCT Chemtrade Corporation, a Swiss-based worldwide trader of sulphur and sulphuric acid.
- **Ferrous alloys and molybdenum:** Celta represented Derek Raphael & Company Ltd. (DRC) for its molybdenum, ferrous alloys and other specialty metals business in Chile. DRC is an established trader in the field of the ferrous alloys based in London, England.

## Brokerage

- Celta was a leading player in developing the brokerage market in Chile and Brazil. Celta advised the central banks of both countries on futures trading regulations.
- Celta has advised companies that wish to establish and implement metal hedging strategies. Celta has developed a close relationship with virtually all the significant companies operating in these countries and that are active in the London Metal Exchange.
- Celta represented Brandeis Brokers Ltd., Standard Bank London Ltd., and Macquarie Bank Ltd. of London in the brokerage field.

# Services (cont.)

## Agencies & Cooperation Agreements

- LS-Nikko (Korea): Celta represents LS-Nikko in South America.
- Royal Gold (USA): For over fifteen years, Celta helped Royal Gold in finding investment opportunities in South America.
- Aluminum producers (Europe): Celta represented several large European aluminum manufacturers of finished and semi-finished products: Impress (high-end cans producer for the seafood industry), Almecco (producer of anodized aluminum for lightning and decoration), and Alcan Rhenalu / Aviatube (sheets, coils, bars and other special aluminum alloys producers), among others.
- Celta has collaborated with mining companies and funds in the search for investment opportunities in mining prospects in South America.

# Services (cont.)

## Advice in Sales & Marketing

- Vale (Brazil): Celta was retained by Vale (former CVRD) as an advisor for the sales and marketing of its copper products.
- Cerro Casale (Chile): Celta advised Placer Dome Latin America on the marketing of Cerro Casale's gold-copper concentrates.
- Zaldívar (Chile): As a result of Placer Dome's purchase of Outokumpu's 50% stake in Zaldívar, Placer Dome became responsible for Zaldívar's sales and asked Celta for advice on sales-related issues. Celta advised Zaldívar on their sales and marketing policies and practices and helped the company put in place an in-house sales and marketing team.
- Las Cristinas (Venezuela): Celta advised Placer Dome in the negotiation of long-term copper-gold concentrate sales contracts. Celta's assignment involved concluding negotiations of long-term off-take agreements with European and Japanese smelters.
- La Candelaria (Chile): Celta advised Phelps Dodge on the accepted market practices for long-term copper concentrate contracts.
- Los Pelambres (Chile): In the early 1990s Celta advised Los Pelambres (owned at that time by the Luksic group, Lucky Goldstar and Midland Bank) in the negotiation of long-term sales contracts for 60,000 metric tons of copper concentrates.
- Mantos de Oro (Chile): Celta advised the company, member of the GoldCorp-Kinross group, on the sales of their Doré production from La Coipa and Purén mines.

# Services (cont.)

## Sales Administration & Logistics

Celta has advised a number of mining companies on the support of their sales administration and logistics. These companies include Ojos del Salado, El Indio, Carolina de Michilla, Lince, Los Pelambres, Zaldívar, Fachinal, and El Abra.

In most cases, these companies had never produced or exported copper products and wanted to be sure that all operating, administrative and permitting procedures were adequate to allow the export process to run smoothly.

The advice included: warehousing, weight and assay controls at the mine; inland transportation; warehousing, weight and assay controls at the loading port and, when required, at the unloading port; negotiations with port services (shipping agent, stevedores and/or port); selection of shipping alternatives and negotiation of shipping contracts; documentation and export permitting; and management of the logistics.

# Services (cont.)

## Project Finance & Corporate Advice

- Royal Gold (Chile): Celta advised Royal Gold in the purchase of gold and copper royalties in Chile.
- Codelco (Chile): Celta advised Codelco-Chile on the viability of the Mejillones smelter project.
- Phelps Dodge (Chile and Brazil): As part of an agreement to seek business opportunities in Latin America, Celta advised Placer Dome on acquisition targets in South America.
- Outokumpu (Chile) retained Celta for periodic updates on financial and regulatory issues the Chilean mining industry was facing.
- La Candelaria (Chile): In collaboration with S.G. Warburg and Asset Chile, Celta advised Phelps Dodge on the US\$560 million La Candelaria copper-gold project. The team broke new ground by making local financing available for projects of this magnitude for the first time.

# Services (cont.)

## Valuation and Due Diligence

- Celta has carried out several technical due diligence of mining prospects, projects and operations. The due diligence, carried out in collaboration with senior geologists, includes complete analysis of geology, quality control, design of exploration methods and metallurgy, financial and strategic analysis, valuation, and negotiation support.
- Codelco (Chile): Celta and Celfin Capital were selected by Codelco to develop a due diligence of copper and gold mining prospects and develop a business model for their financing and development.
- LS-Nikko (Korea): Celta carried out for LS-Nikko the technical due diligence of two mining prospects in the north of Chile.
- Celta and Celfin Capital were retained by LS-Nikko to carry out a due diligence of the Safford copper project in Arizona.



# Contact Us

Mr. Patrick Cussen, Chairman

Mr. Patricio Campos, CEO

Mr. Antonio Cussen, Director

Av. Américo Vespucio Sur 80, of. 112  
Las Condes 7581050  
Santiago - Chile

Tel. (+56) 2 2206 5252

[www.celtamin.com](http://www.celtamin.com)