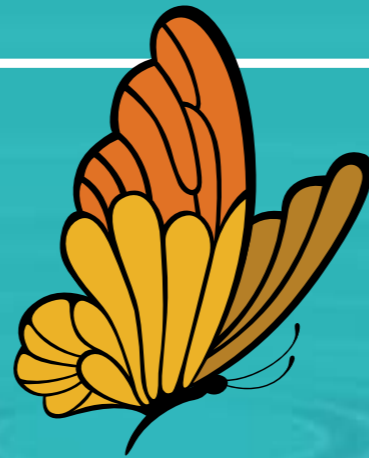




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**SUSTAINABLE DEVELOPMENT**

THE EFFECTS OF ACTING RESPONSIBLY

# THE BUTTERFLY EFFECT



**THE FLAPPING OF A BUTTERFLY'S WINGS**, however subtle it may be, can produce profound and unpredictable changes. As it was proposed by a mathematician and meteorologist\*, the **Butterfly Effect** establishes that a small force can alter others, influencing them and originating an amplification that can provoke unexpected results. **In other words, small actions can produce GREAT CHANGES.**

\* Edward Lorenz (1917-2008), U.S. mathematician and meteorologist.



# OUR ACTIONS CAN ACHIEVE GREAT CHANGES

We all have the capacity to generate positive effects in our society and in the environment. However small they may be, your actions may be amplified until they achieve unpredictable effects. **In Asociacion los Andes de Cajamarca we strive for our actions to achieve that multiplier effect and generate lasting changes that will improve the quality of life of the population of Cajamarca.** During our 15 years of activity, many of our projects have become powerful tools for social, economic and environmental transformation. Our challenge is to continue generating sustainable outcomes, effects that can be expanded and multiplied.

We are all capable of changing the world with small, day-to-day actions, such as recycling, saving water, starting up a business... **A small effort, such as the flapping of a butterfly's wings, can become the beginning of AN EXTRAORDINARY CHANGE.**

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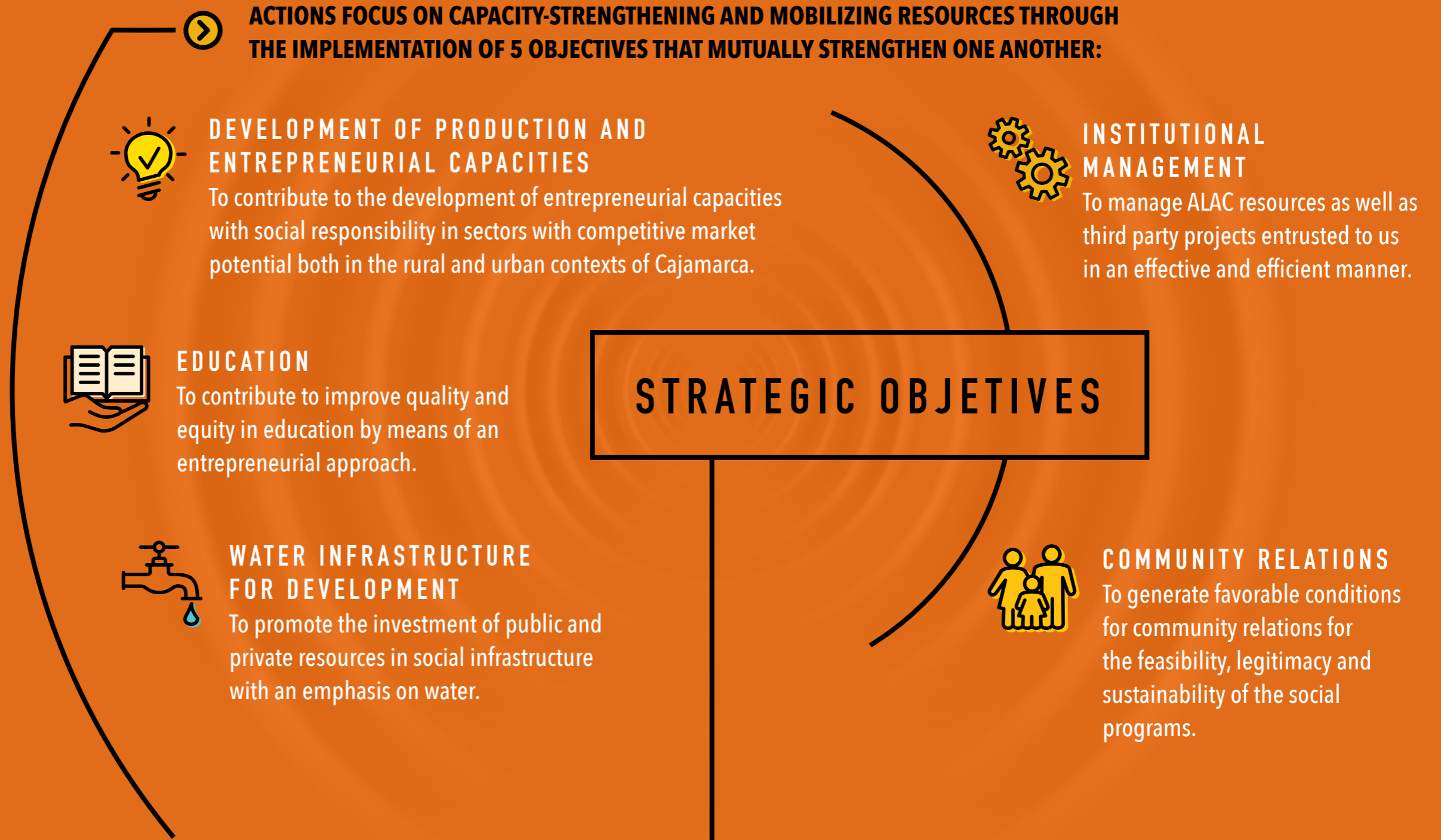
# ASOCIACION LOS ANDES DE CAJAMARCA



We are a non-profit corporate entity of Yanacocha Mining that contributes to **human sustainable development in rural and urban zones in Cajamarca**, by means of the support and execution of programs and projects focused on improving education, strengthening entrepreneurial and business capacities, and promoting public and private investment in social infrastructure, especially in providing a quality water supply and its responsible management.

We partner with different organizations and generate public-private agreements. **In this manner, we enhance project impacts AND TRANSFORM MORE LIVES.**







## MAIN RESULTS ACHIEVED IN 2019

**14,884**

VISITS TO THE INTERACTIVE EWM

**77**

TEMPORARY JOBS CREATED, EQUIVALENT  
TO 20,790 DAILY WAGES, IN PRODUCTION  
PROJECTS

**139**

TEACHERS FROM 125  
SCHOOLS TRAINED



**1,169**

PEOPLE TRAINED IN ORGANIZATIONAL,  
FINANCIAL, COMMERCIAL AND PRODUCTION  
TECHNOLOGY SUBJECTS

**S/ 933,008**

GENERATED BY THE SALE OF PRODUCTS FROM  
THE DIFFERENT PROJECTS PROMOTED

**180,000**

BENEFICIARIES FROM THE WATER  
FOR CAJAMARCA PROJECT





# GLOBAL VISION



## VISION

To be recognized as the Yanacocha corporate entity that from a perspective of social responsibility and sustainable development, contributes to its feasibility and legitimacy.



## MISSION

We are an organization that participates actively in Cajamarca's sustainable development, focusing on our actions in education, water management, and strengthening of production and entrepreneurial capacities in Yanacocha's area of influence.



## COMMITMENTS

- Agility
- Courage and performance
- Assertive communications
- Celebrating success
- Leadership
- Cooperation
- Empowerment



[SDG]



## SUSTAINABLE DEVELOPMENT GOALS

The 17 SDGs were proposed by UN member heads of state together with non-governmental organizations and citizens throughout the world. During the Sustainable Development Summit that took place in New York in 2015, 193 world leaders undertook to accomplish these goals.

In alignment with Newmont\* policies, we focused our efforts to contribute to the following **Sustainable Development Goals (SDGs)**:



\*Newmont is one of the world's largest gold producers and the largest shareholder of Minera Yanacocha.

## TRANSFORMING RESOURCES INTO SUSTAINABLE DEVELOPMENT



Cajamarca is located in Peru's northern Andes. It has a large extension of fertile soil, ideal for the development of various types of economic activities. Its capital, which has the same name, lies at an elevation of 2,750 meters above sea level.

The character of its people and their capacity for the responsible transformation of resources into sustainable development **make Cajamarca a region with an enormous growth potential.**

Currently, agricultural, forestry, tourism and mining activities are carried out. However, we believe that

Cajamarca can transform its natural resources into goods with an aggregate value by means of education, training, access to quality water, infrastructure and generation of synergies among different sectors of the state, private sector and society.

**WITH THIS FORMULA  
WE WILL BE ABLE  
TO CONTRIBUTE TO  
POVERTY REDUCTION,  
IMPROVEMENT IN THE  
QUALITY OF EDUCATION  
AND JOB CREATION.**



## MAP OF ACTIONS

Programs and projects are executed in the provinces of Cajamarca, Celendin and Hualgayoc and are focused on the following districts: **Cajamarca, Los Baños del Inca, La Encañada, Sorochuco, Huasmín, Celendín and Bambamarca.**

**MORE THAN 80  
INITIATIVES EXECUTED  
OVER A PERIOD OF 15  
YEARS OF MANAGEMENT**



## ORGANIZATION



### ASSOCIATES' MEETING

This is the most important body of Asociacion los Andes de Cajamarca - ALAC. Among other attributions, it defines general policies and strategies. It is made up by representatives of Newmont and Buenaventura.



### BOARD OF DIRECTORS

Its mission is to ensure compliance with the objective of the Association by means of the approval of strategies, plans, annual budgets and channeling donations and resources for the execution of projects.

**RAÚL BENAVIDES GANOZA** / Chairman  
**RAÚL FARFÁN AMAT Y LEÓN** / Deputy chairman  
**MERCEDES O'DONNELL PADRÓN** / Director  
**YURI SÁENZ MORE** / Director  
**CÉSAR FONSECA SARMIENTO** / Director

**WALTER ALVA ALVA** / Director  
**PEDRO SÁNCHEZ RABANAL** / Director  
**HOMERO BAZÁN ZURITA** / Director  
**CARLOS AMAT Y LEÓN CHÁVEZ** / Director



## ADVISORY BOARD

Its objective is to advise the Board of Directors and the Executive Director on matters pertaining to strategic issues, especially those referring to sustainable human development and the image conveyed by the Association to society.



### INSTITUTIONAL MANAGEMENT

Rosario Almenara Díaz  
Pablo de la Flor Belaunde  
Sandra Serván López  
Miguel Incháustegui Zevallos



### EDUCATION

Grover Pango Vildoso  
Miguel Cotrina Malca  
Marina Estrada Pérez



### DEVELOPMENT OF BUSINESS CAPACITIES

Jackeline Saettone Watmough  
Edgar Inga Paredes  
Fernando Cillóniz Benavides  
Alfredo Bazán Cabellos



### WATER AND INFRASTRUCTURE FOR DEVELOPMENT

Godofredo Rojas Vásquez  
Nicole Bernex Weiss  
Francisco Dumler Cuya  
Wilder Sánchez Navarro

## OUR FOCUS ON SOCIAL RESPONSIBILITY

**Sustainable Development is an effect that transforms the quality of life of a human being**, since it is capable of creating universal access to quality basic services, promotes respect for fundamental rights, creates opportunities, develops economic capacities and promotes investment in social and productive infrastructure.

In this sense, as a corporate entity for Yanacocha, we are guided by its **Statement of Commitment\*** in social responsibility, environment and safety.

In this document, the company's approach is set out, as well as its effort to achieve social legitimacy.

With respect to **social responsibility**, we strive to:



**PRIORITIZE LOCAL EMPLOYMENT AND BUSINESSES IN A WAY THAT FOSTERS AN EFFICIENT, SUSTAINABLE AND PARTICIPATORY BUSINESS CULTURE WITH SOCIAL INCLUSION AMONG RURAL AND URBAN COMMUNITIES.**

With respect to **environmental responsibility**, we strive to:



**PROTECT THE QUALITY AND QUANTITY OF WATER AND SEEK OUT OPPORTUNITIES TO IMPROVE THE AVAILABILITY OF WATER, WORKING IN COOPERATION WITH THE AUTHORITIES AND THE COMMUNITY.**



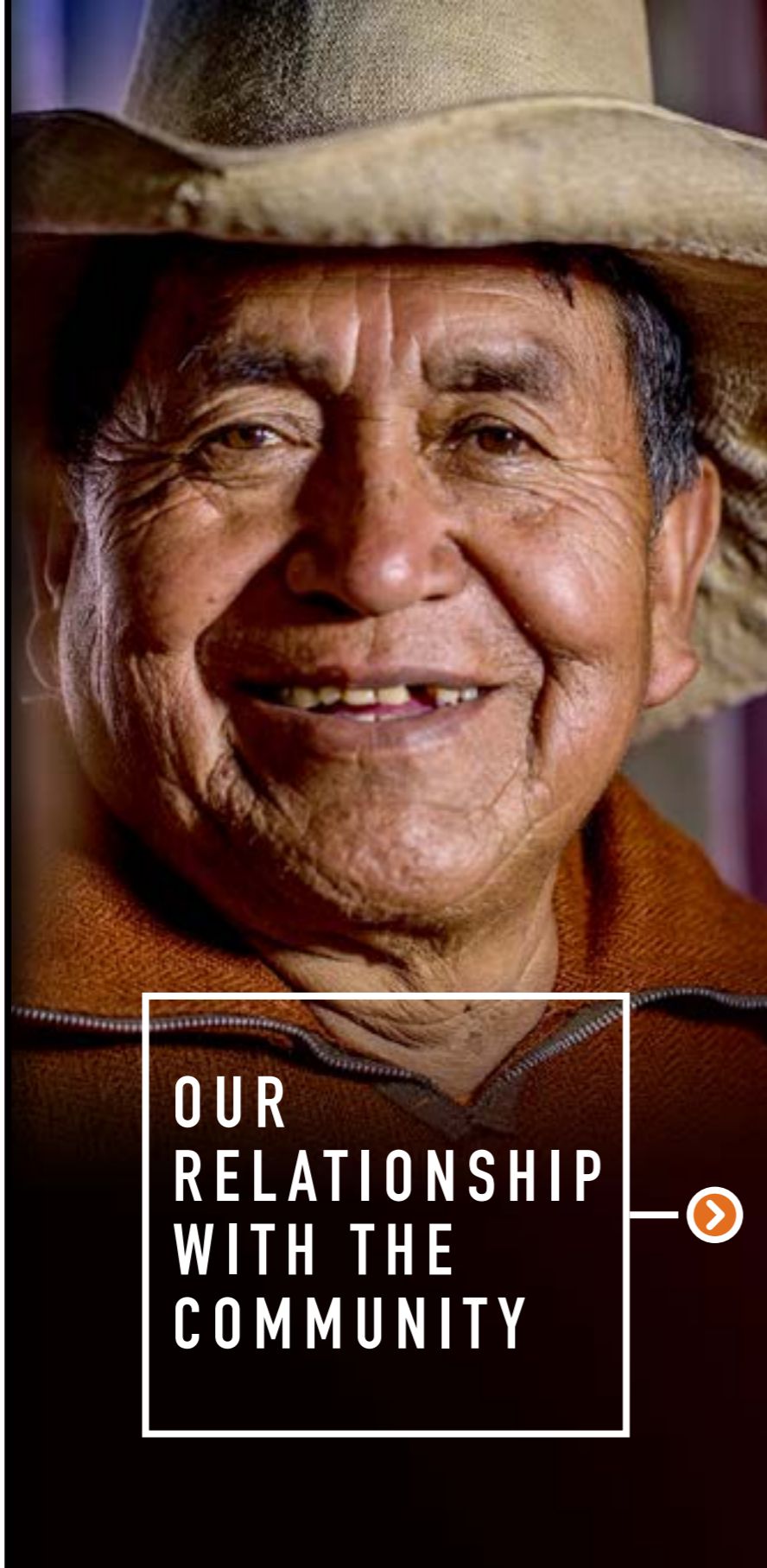


## CODE OF ETHICS

**We have a Code of Ethics and Conflict of Interests that establishes the guidelines and standards of behavior** that allow people linked to our Association to exercise their activities, adopting behaviors that allow for the strengthening of the institution's reputation as regards honesty, integrity, and compliance with obligations. The code applies to all our personnel carrying out its duties in programs and projects, as well as our Board of Directors and Advisory Board.







OUR  
 RELATIONSHIP  
 WITH THE  
 COMMUNITY



WORKING TOGETHER  
 WITH 20 PUBLIC  
 AND PRIVATE  
 INSTITUTIONS WE  
 HAVE ACHIEVED  
 SIGNIFICANT  
 IMPACTS  
 DURING THE  
 IMPLEMENTATION OF  
 OUR PROJECTS



## OBJECTIVE

To generate favorable conditions in our relations with stakeholders for the feasibility, legitimacy and sustainability of the projects and the company.

**Close, fluid and transparent contact with the community has provided us the opportunity to change our perspective and increase our empathy.** The relationship with the community is a process of mutual enrichment. The projects that we implement are extraordinary vehicles for listening and being listened to. They have allowed us to understand the primary expectations of the community and share our goals and vision of the future with our beneficiaries. This form of interaction allows us to realign our strategies for action so as to adapt to the needs of our stakeholders.

## MARCH

Presentation of three books on management of humanly sustainable projects that will aid in the design, monitoring and evaluation of these actions.

Generally speaking, we used a group of different communications media, printed and digital, to engage society: bulletins, notice boards, press releases and social media, which have allowed us to position ALAC as an agent for development in Cajamarca and present the results of its projects to thousands of citizens.

Along these same lines, we presented our 2018 Management Report (special edition for our 15 years of institutional life) as part of our policy of transparency and accountability toward the Cajamarca population in an event that brought together over 500 Cajamaricans and where the main results of our projects were presented.

As we do every year, we took part in different forums that promote development, such as:

- **The Joint Forum in the Struggle Against Poverty (Mesa de Concertación para la Lucha Contra la Pobreza, MCLCP)**
- **Regional Council for Micro and Small Businesses (Consejo Regional de la Micro y Pequeña Empresa, COREMYPE)**
- **Environmental and Economic Zoning - Land-Use Planning (Zonificación Ecológica y Económica- Ordenamiento Territorial, ZEE-OT)**
- **Consume What Cajamarca Produces Group, among others**
- **Participatory Regional Educational Council (COPARE Cajamarca)**

## MAY

We submitted the 2018 Management Report and disseminated information on the impacts of the most representative projects managed over the period of 15 years; these are more than 80 initiatives executed in partnership with public and private institutions that have achieved significant effects in the community.

## AUGUST

The IVth Cajamarca Book Fair took place. Approximately 50,000 visitors attended this cultural event.

## DECEMBER

The Vth Education Forum in the Cajamarca region convoked public institutions, businesses and the public in general to learn about and strengthen education in the region, with the object of promoting equitable, inclusive and quality education for all.





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# GENERATING SUSTAINABLE EFFECTS FOR OUR SOCIETY



**The fact that a small change can exert an influence on the final result means that all the forces within a system are connected.** The same happens in the case of development projects, as all the variables are interrelated. For this reason, we seek to align these forces and focus them on a single objective. The importance of the human team involved and joint efforts with other institutions is critical for generating effects that are augmented over time and scope.

When the latter is achieved, we enter into the domain of an equally extraordinary concept: **synergy**. Human beings integrated and focused in the pursuit of a common goal can achieve more than the sum of their individual efforts. The development of our projects, their results and the partnerships they can create and

**CONFIRM THESE TRANSFORMATIVE EFFECTS.**



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# OUR CONTRIBUTION TO EDUCATION





# WE CONTRIBUTE TO IMPROVE QUALITY AND EQUITY IN EDUCATION WITH AN ENTREPRENEURIAL VISION



## 14,844

VISITS TO THE WATER AND LAND MUSEUM "INTERACTIVE MAT".



## 139

TEACHERS CERTIFIED WITH SKILLS IN SCIENTIFIC RESEARCH.



## 20.º

GRADUATE SCHOLARSHIP FOR STUDY IN THE UNITED STATES WAS GRANTED.



## 80,000

BOOKS SOLD AT THE IV CAJAMARCA BOOK FAIR.

## MARCH

**We celebrated World Water Day.**

83 teachers were recognized for having implemented educational activities and projects at their schools that contributed to efficient potable water use and saving.

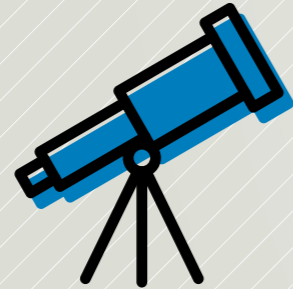
## JUNE

**In EDUSA, the "Recover the San Luis river, better to look after it than to clean it" campaign**

brought together the Cajamarca Provincial Municipality, the Regional Government, neighborhood councils, Sedacaj, the Cajamtrca DRE, the Office of the Public Prosecutor, N° 7 Zepita Military Engineers' Batallion, schoolchildren, university students, volunteers and ALAC|Yanacocha. More than 1,000 people were mobilized to support this initiative.

**SDGS WHICH WE CONTRIBUTE TO**





Museo Agua y Tierra  
Interactivo

## INTERACTIVE WATER AND EARTH MUSEUM PROJECT



THE WATER AND EARTH INTERACTIVE MUSEUM (M A T I N T E R A C T I V O ) WAS CREATED TO RECOVER THE SENSE OF WONDER, FOSTER INTEREST IN EXPERIMENTS, AND PROVIDE OUR CHILDREN WITH A FAVORABLE ENVIRONMENT FOR DISCOVERY.

THE INTERACTIVE MAT is an original museum with free admission and unique in Cajamarca. It places play, interaction and experimentation at the center of its proposition. **This initiative stimulates thought and the accompanying scientific learning, chiefly with regard to water and earth.**

Its activities are centered on two components: the promotion of scientific thought in rural areas (scientific roaming) and site visits to the museum. In 2019 elementary school teachers received training to enhance scientific inquiry among their students.





### TEACHER TRAINING

**We trained 139 elementary school teachers** to allow them to instil scientific inquiry among their students. During this process, developed in two workshops, we worked in partnership with the Cajamarca Regional Office for Education and the Project WET international entity, a Newmont ally.



### FOSTERING SCIENTIFIC KNOWLEDGE

Science combined with imagination knows no limits. **In 2019 the MAT created the Sciencemobile**, a van equipped with everything needed to bring scientific knowledge to rural areas and public spaces.

**14 roaming campaigns were organized**, which attracted 5,966 people of all ages. Participants developed experimental activities related to 1) the water cycle, 2) layers of soil, 3) minerals and conductivity, and 4) minerals in living beings.

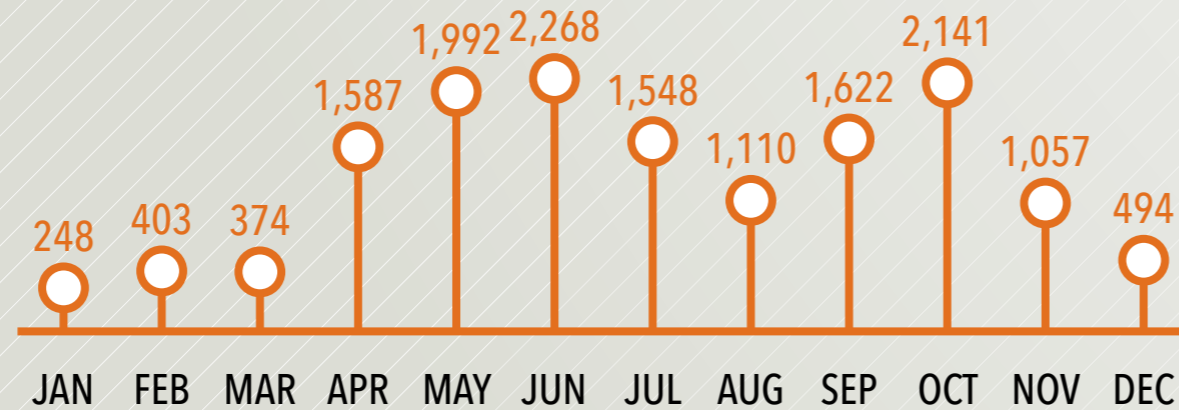
Academic spaces were also promoted, **with four interactive conferences:** (1) "Neuroscience of an innovative teacher" by biologist Martin Figueroa; (2) "Motivating our future", by the Cajamarca COAR; (3) "The science behind the music", organized by the Music Department of the Arts Faculty of the Catholic University of Peru (PUCP); and (4) the roundtable discussion on "Universe, water, and life", with the participation of the National Society of Astrobiology, the Regional Society of Astrobiology and the Universidad Nacional de Cajamarca.



**MANAGEMENT OF THE PROJECT**

The MAT received an important number of visits during 2019, thus confirming the good management taking place. All the necessary activities required for the personnel's development and performance were carried out.

VISITS TO THE INTERACTIVE MAT IN 2019



**14,844**  
VISITS

**5,966**

PARTICIPANTS IN THE 14 ROAMING  
CAMPAIGNS OF THE SCIENCEMOBILE

**139**

TEACHERS HAVE CERTIFIED  
CAPACITIES FOR STRENGTHENING  
SCIENTIFIC INQUIRY AMONG  
ELEMENTARY SCHOOL STUDENTS.

WHAT EFFECTS HAVE  
WE GENERATED?



## CAJAMARCA SCHOLARSHIPS PROGRAM (PROBECA)

**THE PROBECA SCHOLARSHIP  
WINNERS BECOMING GENUINE  
AGENTS OF CHANGE IN  
CAJAMARCA.**

The program proposes to bolster the human capital of professional Cajamarquinos by means of offering master's degrees and technical specializations. In this manner, we seek to rely on professionals who will drive the increase in competitiveness and sustainable development in the Cajamarca region.





**In 2019, Ruben Salazar obtained the twentieth "Alberto Benavides de la Quintana" scholarship, through an agreement with the Fulbright Commission.** Furthermore, two scholarship winners, who graduated from the Universities of Florida and Arkansas respectively, have completed their training processes and are ready to contribute to the development of Cajamarca.

In order to enhance the benefits of the project, **an increase in scholarships was conducted**, which culminated in the signing of a memorandum of understanding with the embassy of the United Kingdom to offer master's degrees in the countries of the United Kingdom. The selection and grants process has been scheduled for the year 2020.



## WHAT EFFECTS HAVE WE GENERATED?

- 1 **SCHOLARSHIP GRANTED FOR GRADUATE STUDIES IN THE UNITED STATES OF AMERICA.**
- 2 **SCHOLARSHIP RECIPIENTS GRADUATED FROM THE UNIVERSITIES OF ARKANSAS AND FLORIDA IN BUSINESS SCIENCES AND CROPS, AND SOIL AND ENVIRONMENTAL SCIENCES RESPECTIVELY.**
- 1 **MEMORANDUM OF UNDERSTANDING SIGNED WITH THE EMBASSY OF THE UNITED KINGDOM, WHICH WILL ALLOW US TO OFFER MASTER'S DEGREES FROM UNIVERSITIES OF THAT COUNTRY (CHEVENING - ALBERTO BENAVIDES DE LA QUINTANA SCHOLARSHIP).**



## CAJAMARCA BOOK FAIR

THE CAJAMARCA BOOK FAIR HAS BECOME ONE OF THE MOST WIDELY AWAITED EVENTS IN THAT CITY.

**The Access to reasonably priced quality books contributes to Foster the habit of Reading.** The IVth Book Fair was jointly organized with 9 institutions, and had the participation of 26 publishing houses and local and national bookstores. More than 80,000 books were sold, generating revenues of S/ 450,000.





**On this edition, Cajamarca writer Waldemar Espinoza Soriano was honored** for his experience and contributions to research in Andean Pre-Hispanic and Colonial history.



**26**  
PUBLISHING HOUSES TOOK PART.

**50,000**  
CAJAMARCANS TOOK PART IN THE  
PROGRAMMED ACTIVITIES.

WHAT EFFECTS HAVE  
WE GENERATED?

**35**  
**CULTURAL ACTIVITIES:** STORYTELLERS,  
ARTISTIC PRESENTATIONS, SCREENING  
OF SHORT FILMS, WORKSHOPS  
IN QUECHUA, WORKSHOPS FOR  
LITERACY MEDIATORS.

**74**  
**PRESENTATIONS OF BOOKS**  
AND CONFERENCES BY NATIONAL,  
REGIONAL AND LOCAL WRITERS.

**80,000**  
**BOOKS SOLD,** WHICH GENERATED  
REVENUES FOR MORE THAN S/ 450,000.



## VOCATIONAL ORIENTATION FAIR

THIS INITIATIVE IS CREATED WITH THE PURPOSE OF HELPING TEENAGERS AND YOUTHS CHOOSE A CAREER BY MEANS OF SELF-KNOWLEDGE AND THE DEVELOPMENT OF A LIFE PLAN.

In the II Vocational Orientation Fair "Pursuing my Future", 796 students from 11th and 12th grades from 9 schools took part. **At the event they were able to familiarize themselves with the course and degree offerings from 17 institutes and universities.** The event involved the participation of the Cajamarca UGEL and the Office of Social Development of the Provincial Municipality of Cajamarca.



### WHAT EFFECTS HAVE WE GENERATED?

# 796

**STUDENTS** FROM 9 SCHOOLS  
DISCOVERED NEW IDEAS WITH  
REGARD TO FORGING THEIR FUTURE



## FORUM ON EDUCATION IN THE CAJAMARCA REGION (EDUCAR CAJAMARCA)



The Vth EducAR Cajamarca Forum convoked 12 institutions and 252 participants from public and private institutions, as well as civil society in general who are linked to educational issues, **to contribute to define regional educational policies and generate shared commitments** mainly among the participating institutions. This event was organized by the Cajamarca Office of Regional Education, ALAC|Yanacocha, the Cajamarca Joint Forum in the Struggle Against Poverty and the Universidad Nacional de Cajamarca.





## HEALTH EDUCATION CAJAMARCA

**In 2019 the activities of the EDUSA Care for the Water Project concluded.** The project informed, educated and communicated with students, neighborhood councils and families about the efficient and responsible use of potable water.



## WHAT EFFECTS HAVE WE GENERATED?

91

**FAMILIES** IMPLEMENTED WATER  
SAVING PRACTICES AND REDUCED  
THEIR CONSUMPTION BY 15%.





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Yanacocha

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# GENERATING OPPORTUNITIES FOR PRODUCTION AND SUSTAINABLE BUSINESSES





TO CONTRIBUTE TO THE  
DEVELOPMENT OF SOCIALLY  
RESPONSIBLE BUSINESS  
CAPACITIES BOTH AT A  
RURAL AND URBAN LEVEL

## APRIL

The **Consume What Cajamarca Produces Fair**, was held for a second year, returning with committed producers and innovative products, receiving thousands of Cajamarcan visitors. The opening ceremony was hosted by the city's mayor, Andres Villar, and the regional lieutenant regional governor, Angelica Bazan.

## AUGUST

The **UNICA project** obtained first place in the Social Management category for the Sustainable Development award given by the National Society of Mining, Oil and Energy (SNMPE) to the best private sector experiences whose results have had positive impacts on the communities where they act.



**S/ 933,008**

GENERATED BY THE SALE OF PRODUCTS



**20%**

INCREASE IN REVENUES FOR PARTICIPANTS IN THE PROJECTS



**20,790**

DAILY WAGES GENERATED



**1,169**

PEOPLE TRAINED

## AUGUST

**NEW UNICAS formed and sworn in** within the framework of Quecher Main and Yanacocha Sulfuros, with the participation of 350 representatives from the management boards of the various UNICAS, local authorities and representatives of public and private institutions.

## NOVEMBER

**Project for Strengthening Business Skills in Agro-industry Cajamarca** is launched. It seeks to empower small businesses through the use of management tools and contribute to their growth with a sustainable business vision.

**SDGS WE ARE CONTRIBUTING TO**





## COMPETITIVE FUND FOR SMALL-SCALE PRODUCTION PROJECTS

AS WE HAVE ALL EXPERIENCED,  
SMALL INITIATIVES HAVE  
A REMARKABLE CAPACITY  
FOR TRANSFORMING THEIR  
SURROUNDINGS.

The competitive fund for small-scale production projects takes advantage of this effect and seeks to expand the results of the projects created and executed by grass-roots organizations (OdB).

The sustainability of the projects depends on the involvement of the participants in all the stages of their development. **To this end, the Fund strengthens and accompanies the OdBs, promoting their active participation.**



To achieve lasting effects, **the project has strengthened a model that integrates several actions.**

## BUILDING A SOLID ACTION MODEL



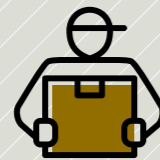
Strengthening capacities to improve access to competitive markets



Developing synergies between the different social agents (public and private) in the context of the Odb's



Promoting organizational and institutional strengthening among the Odb's



Promoting and strengthening job creation



Boosting production systems

## WHAT EFFECTS HAVE WE GENERATED?

**S/ 14,378**

GENERATED BY THE SALE OF FRESH CHEESE (ASOCIACIÓN RÍO COCÁN BARROJO).

**3**

LEADERS OF THE YAKU FLOR ASSOCIATION RECEIVED TRAINING AND TECHNICAL ASSISTANCE IN POSITIONING AND MANAGEMENT OF THEIR BUSINESS.

**S/ 114,022**

GENERATED BY THE SALE OF ROSES (COOPERATIVA AGRÍCOLA YAKU FLOR LTDA).



## ORGANIZATIONAL AND PRODUCTION STRENGTHENING FOR GRASSROOTS ORGANIZATIONS



THE BROAD-BASED DEVELOPMENT OF GRASSROOTS ORGANIZATIONS EMERGES IN CONTEXTS OF POVERTY THANKS TO SMALL BUSINESSES AND SMALL-SCALE PRODUCERS WILLING TO GENERATE THEIR OWN REVENUES AND IMPROVE THE QUALITY OF LIFE FOR THEMSELVES AND THEIR COMMUNITY.

This is about small-scale initiatives that can achieve a multiplier effect in society. This new project arises from the approach to a broad-based development to strengthen OdBs in their organization and their production capacities by means of training workshops and technical assistance.





WHAT EFFECTS HAVE  
WE GENERATED?

**17**  
**PEOPLE TRAINED IN  
ORGANIZATIONAL  
MANAGEMENT (40% WOMEN).**

**19**  
**AGRICULTURAL PRODUCERS FROM CASA  
DE ABRAHAM, ECOFLOR, YAKU FLOR AND  
HORTIFRESHCAJ RECEIVED TECHNICAL ASSISTANCE  
FOR PRODUCTION.**

**14**  
**STRAWBERRY PRODUCERS FROM THE  
HAMLET OF CHANTA ALTA WERE TRAINED  
IN PRODUCTION ASPECTS.**

**10**  
**STRAWBERRY PRODUCERS  
FROM THE AGROLAC  
AGRICULTURAL ASSOCIATION  
IMPLEMENTED A DRIP IRRIGATION  
SYSTEM AND RECEIVED TECHNICAL  
ASSISTANCE**

**25**  
**DAIRY PRODUCTS PRODUCERS FROM THE  
LA SHACSA AGROINDUSTRIAL ASSOCIATION AND  
THE RURAL PATROLS ASSOCIATION RECEIVED TRAINING  
AND TECHNICAL ASSISTANCE.**





## SAVINGS AND LOAN UNIONS (UNICA)

THIS PROJECT CONFIRMS THE  
MULTIPLIER EFFECT OF SMALL-  
SCALE INITIATIVES.

**The goal is to promote the creation and strengthening of the UNICAs:**

Community organizations that provide savings services and provide loans to their associates to execute production activities that may improve their family income. The UNICAs are multifamily



## MAIN SERVICES



SAVINGS

LOANS

SUPPORT FOR  
INVESTMENTS IN  
PRODUCTION VENTURES



associations developed by groups of 10 to 30 families in a community brought together by mutual trust and committed to improving the lives of their families and communities. They have by-laws, rules and are properly constituted. In addition, they choose their representatives freely.

**1,326**  
LOANS, WHICH REPRESENTED  
S/ 1,299,322.10.

**50**  
UNICAS ESTABLISHED IN 2019  
IN THE DISTRICTS OF CAJAMARCA,  
LA ENCAÑADA, LOS BAÑOS DEL INCA  
AND BAMBAMARCA.

**S/ 456,683**  
IN AGGREGATE SHARE CAPITAL  
HELD BY THE 50 UNICAS.

WHAT EFFECTS HAVE  
WE GENERATED?

**S/ 130,050**  
GENERATED IN INTEREST INCOME  
FROM THE LOANS GRANTED.

**847**  
PARTNERS TRAINED AND  
RECEIVING TECHNICAL  
ASSISTANCE: 531 WOMEN AND  
316 MEN.

**63%**  
OF THOSE PARTICIPATING IN THE  
PROJECT ARE WOMEN.

**0%**  
DEFAULT ON LOANS MADE BY THE 50 UNICAS  
ESTABLISHED IN 2019.



### **The model is sustainable and self-managed**

owing to its ability to incorporate key concepts such as savings, investment, profits, inclusion and financial literacy, creation of production networks, as well as financial and institutional stability. The project is being executed in a partnership with the support of the Inter-American Development Bank (COFIDE).

### **UNICAs can rely on permanent support.**

In this sense, 413 technical support actions on aspects of organizational and financial management were carried out. Similarly, 41 UNICAs that graduated in 2016, 2017, and 2018 received technical assistance on profit distribution and entries in the accounting books. It should be noted that there are currently 290 self-sustaining UNICAs with an aggregate share capital of S/8,255,647.S/ 8'255,647.

## **OBJECTIVES OF THE UNICAs**

**Promote solidarity** among the members

**Promote** production activities

**Access to credits** either for production and/or consumer loans in a timely manner and at a low interest

**Increase savings** among the associates

**Enhance citizens' participation** and facilitate access to basic services



## CONSUME WHAT CAJAMARCA PRODUCES PROJECT

**THE “CONSUME WHAT CAJAMARCA PRODUCES”  
FAIR HAS BECOME A SPACE FOR ENCOUNTERS  
BETWEEN SUPPLY AND DEMAND IN CAJAMARCA.**

For a second consecutive year, we have managed to concentrate in one place the diverse production of our region, showcasing it and promoting its consumption, as well as improving the incomes of local producers.





In 2019, **60 production businesses** took part. This initiative is being implemented along with the Regional Government, the Cajamarca Provincial Municipality and the Koriwasi CITE, in partnership with other public and private institutions. The project incorporates other fundamental components aimed at strengthening commercial skills. In this respect, the participating producers attend workshops on best practices in manufacturing, customer service, participating in trade fairs, marketing and sales.

The fair took place in the Qhapac Ñan complex, a place with easy access and is comfortable, clean and safe. **This is a space that congregates various producers of fruits, native potatoes, dairy products, vegetables, greens, cereals and grains. Also coffee, chocolate and baked goods, processed foods, textile crafts, stonework and jewelry, as well as traditional gastronomy and confectionery, along with music, dancing, contests and popular art.**





**S/ 417,577**

**GENERATED** IN NINE "CONSUME WHAT CAJAMARCA PRODUCES" FAIRS.

**69**

**PRODUCERS, SMALL BUSINESS PEOPLE, ENTREPRENEURS, AND INSTITUTIONS THROUGH THEIR SOCIAL PROGRAMS, AND UNIVERSITIES, AMONG OTHERS, TOOK PART.**

**6,499**

**DAILY WAGES GENERATED** BY THE PARTICIPATION OF 60 PRODUCERS IN 25 FAIRS.

**WHAT EFFECTS HAVE WE GENERATED?**

**S/ 260,025**

**GENERATED** BY PARTICIPATING IN 16 LOCAL, REGIONAL AND NATIONAL FAIRS, SUCH AS: VIVE CAJAMARCA, FONGAL, LOS PANAMERICANOS, CHOTA, CONTIGO PERÚ, TRUJILLO, AMONG OTHERS.

**60**

**PRODUCERS** TRAINED IN COMMERCIAL MANAGEMENT PRACTICES.

**30**

**PRODUCERS** RECEIVED TECHNICAL ASSISTANCE ON SUBJECTS SUCH AS PARTICIPATING IN TRADE FAIRS, SANITATION, PRODUCT PRESENTATION AND CUSTOMER SERVICE.



## LINKING LOCAL YANACocha SUPPLIERS 2

WE SEEK TO INCREASE INNOVATION AND IMPROVE MANAGEMENT AMONG OUR MINING SECTOR SUPPLIERS.

**Sustainable commercial relations** are only possible if one builds a solid relation between the company and its suppliers, based on shared principles and values. In 2019 a new project was begun, with companies providing service to Yanacocha, undergoing a diagnostic to identify gaps in financial, production, commercial and management areas.

This project is being implemented through the National Innovation Program for Competiveness and Productivity (Innovate Peru), the Ministry of Production and in a partnership with Recursos S.A.C.



## WHAT EFFECTS HAVE WE GENERATED?

# 10

**DIAGNOSTICS CARRIED OUT TO IDENTIFY GAPS IN FINANCIAL, PRODUCTION, COMMERCIAL AND BUSINESS MANAGEMENT.**

# 10

**10 CAJAMARCAN BUSINESSES ARE PART OF THE PROJECT.**



## INCREASE IN THE PRODUCTIVITY OF AGUAYMANTO (GOLDENBERRY)

**Promote innovation to increase competitiveness and develop specialized knowledge and technological skills in the production of aguaymanto (goldenberry)** are objectives that this project has been able to meet among 40 producers of the hamlets of Poyuntecucho, Nuevo Progreso Uñigán, Llaguán and El Faro, in the districts of Celendín, Huasmín and Sorochuco.







The sustainability of the project lies in the organization of the producers and their active participation, as well as the financing of many of the project's activities. The effects achieved at the project's conclusion have allowed the producers to adopt modern techniques and generate greater incomes for their families and the community. The project is co-financed by the National Program for Agricultural Research (PNIA) and the aguyamanto producers.

In 2019, the project concluded. At this last stage, 14 workshops, 1,260 instances of technical assistance and 20 training sessions for aguyamanto producers took place. In addition, the process was begun to obtain organic certification through the Biolatina certification agency.

## WHAT EFFECTS HAVE WE GENERATED?

# S/ 127,006

GENERATED FROM THE SALE OF AGUAYMANTO (GOLDENBERRY).

# 53

DAILY WAGES GENERATED BY THE PRODUCTIVE MANAGEMENT OF AGUAYMANTO (GOLDENBERRY).

# 40

PRODUCERS TRAINED IN PRODUCTION OF AGUAYMANTO (GOLDENBERRY), OF WHOM 20% ARE WOMEN.

# 60%

INCREASE IN THE YIELD OF AGUAYMANTO (GOLDENBERRY), WHICH WENT FROM 5 KG/PLANT TO 8 KG/PLANT.



## STRENGTHENING OF BUSINESS CAPACITIES IN AGROINDUSTRY – CAJAMARCA.

MANY BUSINESSES ARE MANAGED ON AN EMPIRICAL BASIS. THIS SITUATION LIMITS THEIR DEVELOPMENT CAPACITY.

**Emprende Cajamarca has been designed to strengthen going concerns in the agroindustrial, agricultural, food and handicrafts sectors in the districts of Cajamarca and Los Baños del Inca.** The project was executed in two stages. The first involved developing skills and business management workshops using the “Improve Your Business” methodology of the International Labor Organization (ILO). During the second stage, participants, aided by professionals, identified bottlenecks in production and marketing, subsequently implementing plans for improvement that have been designed in accordance with the needs of each business and developed during the projects’ training process.



WHAT EFFECTS HAVE WE GENERATED?

**120**

PARTICIPANTS TRAINED IN BUSINESS MANAGEMENT.

**56%**

OF PARTICIPANTS IN THE PROJECT ARE WOMEN.



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# WATER MANAGEMENT AND INFRASTRUCTURE FOR DEVELOPMENT





# PROMOTE THE INVESTMENT OF PUBLIC AND PRIVATE RESOURCES IN SOCIAL INFRASTRUCTURE WITH AN EMPHASIS ON WATER

## APRIL

**New modular potable water treatment plants** installed at the El Milagro plant. These are the first to be installed in the country to provide a public service.



# 180,000

PEOPLE BENEFITED



# USD 1'607,662

INVESTED



# 160

ADDITIONAL LITERS PER SECOND OF POTABLE WATER AT THE EL MILAGRO TREATMENT PLANT.



COMMISSIONING OF THE MUD TREATMENT SYSTEM AT THE EL MILAGRO POTABLE WATER TREATMENT PLANT.

**SDGS WHICH WE  
CONTRIBUTE TO**





# 100%

EXECUTION OF AUTOMATED SPRINKLER IRRIGATION SYSTEMS BY THE LOS TIGRES DE SAN JUAN DE YERBA BUENA BUSINESS MANAGEMENT GROUP, A PROJECT CO-FINANCED BY THE SUB-SECTOR IRRIGATION PROGRAM (PSI)



# 31

CHLORINATION SYSTEMS INSTALLED



# 48

JASS FORMALIZED IN THE DISTRICTS OF CAJAMARCA, LOS BAÑOS DEL INCA AND LA ENCAÑADA



# 36

HYDRAULIC INFRASTRUCTURE INVENTORIES PREPARED

## OCTOBER

**The hand-washing festival took place**, a media slot that seeks to create awareness among the population of this healthy habit that contributes to prevent up to 40% of diarrhea and respiratory disease cases.



## WATER FOR CAJAMARCA PROGRAM



In Cajamarca water supply was 40% below the minimum amount recommended by the World Health Organization. The coverage of the service was insufficient and its distribution unequitable: there were zones that had only 2 to 3 hours service per day. This situation led to a joint effort by the public and private sectors, which were consolidated into the **Water for Cajamarca Program: a group of 12 projects that required an investment of US\$ 13.4 million (financed by Minera Yanacocha) that benefits 180,000 inhabitants of the city of Cajamarca.**

**THE EFFECTS OF  
THIS EFFORT ARE  
ALREADY VISIBLE  
THROUGHOUT THE  
ENTIRE CITY.**



During 2019, in order to increase Cajamarca's potable water supply, two Trident HS 2100 modules installed in 2018 were put into operation. **Both modules can treat 120 liters per second, transforming them into potable water.** These modern and innovative modules operate with a process known as DAF (dissolved air flotation) that delivers water of the highest purity. In addition, this technology reduces time, resources required and costs with regard to conventional processes.

Furthermore, a **new system for the treatment of muds** began operating at the EL Milagro PWTP. Its use is environmentally friendly.



## WHAT EFFECTS HAVE WE GENERATED?

**TWO POTABLE WATER MODULES WERE COMMISSIONED, WITH A JOINT CAPACITY OF 120 LITERS PER SECOND.**

**A NEW MUD TREATMENT SYSTEM BEGAN OPERATIONS.**

**WATER TREATMENT CAPACITY WAS INCREASED, WITH AN ADDITIONAL 40 LITERS PER SECOND FOR SEDIMENTATION TANK 3 OF THE "EL MILAGRO" TREATMENT PLANT.**



## IRRIGATION SYSTEMS

**WATER AND TECHNOLOGY ARE ACHIEVING MULTIPLIER EFFECTS IN AGRICULTURAL ACTIVITIES.**

In 2019, the automated sprinkler irrigation system produced by the Los Tigres de San Juan de Yerba Buena management group was fully completed. This project was co-financed by the Irrigation Sub-sector Program (PSI), of the Ministry of Agriculture. Furthermore, the PSI declared the feasibility of five profiles for irrigation projects within Yanacocha's scope



(Tual Siempre Verde 1, Tual Siempre Verde 2, Tual Siempre Verde 3, Cinze San Martín and Arcuyoc); in addition, a tender and contracting process was completed for the preparation of five technical dossiers.

An agreement was signed between ALAC and PSI to prepare data sheets and technical dossiers, as well as the execution of the works for the automated irrigation systems for seven business groups. Out of these, the studies for two systems were initiated.





## INFRASTRUCTURE

Land was purchased in 2019 and pre-investment studies were begun at the level of technical dossier for a project to improve health services at the Chugur Health Center in the province of Hualgayoc. At the same time, work is being carried out in a joint effort with the Provincial Municipality of Cajamarca and the Decentralized Bureau for Culture to lift the objections to the regulations for the monumental zone of Cajamarca.





## STRENGTHENING WATER MANAGEMENT

THIS PROJECT BEGAN ACTIVITIES  
IN 2018 AND HAS ACHIEVED  
SURPRISING EFFECTS AMONG ALL  
PARTICIPATING COMMUNITIES.

**The goal is to strengthen the  
Administrative Boards for Sanitation  
Services (JASS) and the Water Users' Boards  
(OUA) so that they may achieve an efficient  
management of water resources both for  
population and agrarian use.**



### JASS OPERATE AND ADUATELY MANAGE THEIR POTABLE WATER SYSTEMS

A follow-up was made of 60 JASS within the scope of the project in order to provide technical advisory services for the formalization, management of the accounts, as well as operation and maintenance of the potable water systems, along with verifying the functioning of the chlorination systems.

**48 JASS were formalized, and they are legally recognized by the district municipalities within the scope of the project: Cajamarca, Los Baños del Inca and La Encañada.** 3,817 associates and users from 47 JASS took part in the information, formalization and strengthening processes for water management.

During 2019 specific diagnostics were undertaken for 36 JASS. The most important findings were: 50% of JASS have potable water systems in conditions that went from fair to poor,

the JASS had not been constituted in accordance with existing legislation, and there were deficiencies in the application of healthy practices. This information served as a basis for outlining the project's strategies.

Training courses were developed for the members of the administrative boards of the JASS in the management of the account books, the cleaning and disinfection process and water chlorination for human consumption.

Cleaning and disinfection practices aimed at users and associates of 30 JASS were executed.

In addition, **the capacities of 2,388 associates and members of 40 JASS were strengthened on subjects related to the suitable operation and maintenance of their potable water systems.** Toolkits for cleaning, disinfection and chlorination were delivered, as well as kits with materials for the preventive maintenance of potable water systems.

Training workshops were developed for health workers and those responsible for the Technical Areas of the Municipalities within the scope of the project and other districts. This activity was organized jointly with the Cajamarca Health Network, the Citizens' Service Center of the Housing, Construction and Sanitation Ministry and the Cajamarca Regional Government's Bureau for Natural Resources and the Environment.



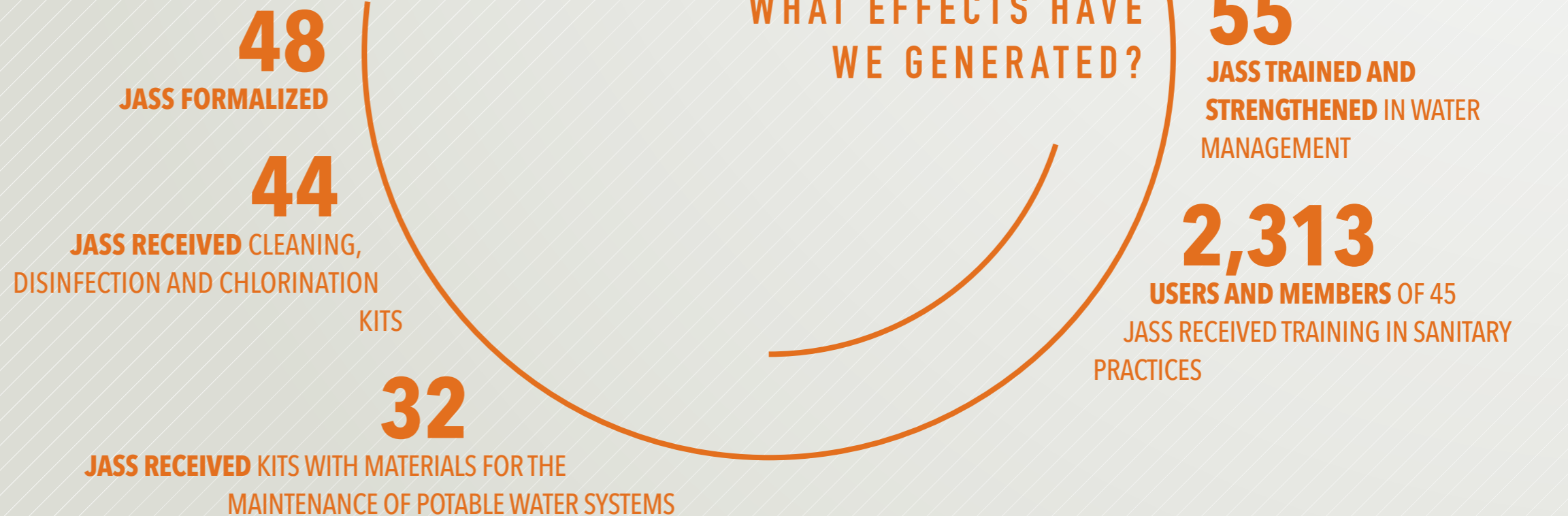


### UPDATING HEALTHY PRACTICES

The Healthy Practices component develops messages with regard to personal, home and community hygiene, with an emphasis on the proper washing of hands, especially during those times where the greatest risk of contamination exists. A total of 2,310 associates and users of 45 JASS took part.

Additionally, 2,342 associates and users from 37 JASS were trained in the proper use of water, as well as in taking the correct measures to prevent contamination, and 476 associates and users from 11 JASS received training in the handling of solid wastes.

### WHAT EFFECTS HAVE WE GENERATED?





### STRENGTHENING THE WATER USERS' ORGANIZATIONS (OUA)

**We've joined efforts between public and private institutions to benefit 5,964 users.** The project has prepared the hydraulic infrastructure inventories of 36 irrigation canals working together with the PSI, the OUAs of the Users' Boards of the Lower Class B Hydraulic Sector of the Mashcon river (JURMASH) and the Users' Board of the Lower Class B Hydraulic Sector of the Chonta and Cajamarquino rivers (JUECH) and the Universidad Privada del Norte (UPN). **It is worth noting that 137 students from 9th and 10th term in the civil engineering career also took part.**

During 2019 the OUAs of JURMASH and JURCH have been strengthened.



The current situation was discussed at the kick-off meetings with the members of the Users' Boards, together with the contents, norms, goals, lead times, and benefits, along with other aspects pertaining to the project. Subsequently, the Boards proposed a list of irrigation canals to be acted on with the guidance of the representatives of the Users' Boards and ALAC.



In this manner, UPN students carried out field and desk work, obtaining a diagnostic of the current situation of the selected irrigation canals. Lastly, the 36 inventories of hydraulic infrastructure were delivered to the Users' Boards, allowing the latter to improve the capacity of water distribution for its users.

## WHAT EFFECTS HAVE WE GENERATED?

**5,964**  
PEOPLE BENEFITED

**36**  
HYDRAULIC INFRASTRUCTURE  
INVENTORIES PREPARED AND  
DELIVERED TO THE BOARDS

**11**  
HYDRAULIC INFRASTRUCTURE  
INVENTORIES APPROVED BY THE  
LOCAL WATER AUTHORITY (ALA)



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# ADMINISTRATIVE MANAGEMENT



**EFFECTIVE AND EFFICIENT MANAGEMENT OF ALAC RESOURCES AND THOSE ENTRUSTED TO IT BY THIRD PARTIES . 2019 was a year of greater demands to achieve an efficient administration of the financial and human resources** the administration relies on, taking into account a 28% reduction over the previous year in the budget provided by Minera Yanacocha.

Nevertheless, ALAC was able to leverage resources from the public and private sectors for the execution of several projects, such as the "Strengthening of business capacities - Agroindustry - Cajamarca", with Fondoempleo, and the "Linking local suppliers Yanacocha 2" with the Innovate Peru Program of the Ministry of Production, among others.

**Another noteworthy aspect of 2019 is that it marked the beginning of the process to define the strategic guidelines that will lead the performance of the institution over the next five years (2020 - 2024).**





**THE MAIN RESULTS FOR 2019 WERE THE FOLLOWING:**



**THE 100% EXECUTION OF THE ANNUAL BUDGET**  
provided by Minera Yanacocha.



**A FAVORABLE OPINION** in the  
financial audit for fiscal year 2018.



**ASSET VALUE** at  
December 31, 2019,  
increased to US\$ 7,622,204.

**FINANCIAL AND  
ADMINISTRATIVE MANAGEMENT**



**100% OF ACTIVITIES** of the 2019 Health and Occupational Safety Plan implemented.



**PARTICIPATION IN THE XTH REDEAMERICA INTERNATIONAL FORUM**, which addressed subjects linked to contributing to diversity while promoting sustainable communities.



**100% OF PERSONNEL** underwent occupational medical exams.

## MANAGEMENT OF HUMAN RESOURCES



**RECOGNITION** for outstanding employees of 2019.



## MAIN RESULTS AND ACTIVITIES DEVELOPED

Within the main activities of the management of the administration and budget, the following are:

### ADMINISTRATIVE MANAGEMENT

- 3 ordinary and 2 extraordinary meetings of the Administrative Council took place, which has allowed for fluid accountability, as well as receiving feedback on the execution and results of the projects and initiatives contemplated in the 2019 POA, strengthening



- the institution's governance.
- The renewal and installation of the new Advisory Council took place. It is made up of professionals who are well-known at a local and nation-wide level. The objective of

- forming the council is to count on specialized support that will contribute to continuous improvement in project execution.
- Administrative, logistical and financial support was provided for the implementation

of the interactive Earth and Water Museum, the execution of other projects in partnership with Yanacocha (Strengthening of the JASS), as well as the Project for the Improvement of Services at the Chugur Health Center in partnership with the Cajamarca Regional Government (GRC) and Coimolache. In this

context, the formal transfer of the El Tingo Health Post to the Regional Government of Cajamarca was completed.

- In line with our policies of transparency and internal oversight, during the month of May a financial audit took place for fiscal year 2018, ending with a favorable opinion. This process

was carried out by Medina Zaldívar Paredes Asociados, an associate of ERNST & YOUNG.

- The “Strengthening of business capacities - Agroindustry - Cajamarca” project with Fondoempleo and the “Linking local suppliers Yanacocha 2” project with the Ministry of Production began to be executed.





## HUMAN RESOURCE MANAGEMENT

**ALAC has a team of professionals with knowledge and experience in development projects linked to its strategic lines of action.**

At the beginning of 2019, the team, including Yanacocha personnel seconded to ALAC, was made up of 29 people (24 professionals and 5 interns); however, during the year, the personnel numbers varied due to the completion of some projects, such as "EDUSA - Cuidado del Agua", and the beginning of others such as "Strengthening of business capacities - Agroindustry - Cajamarca". At year-end, the number of personnel was 30 people (including the interns), with an equal participation of men and women.

The main actions carried out in this field were the following:

- A performance evaluation was carried out for 83% of personnel.

- A safety and occupational health training plan was established for 2019, and completed in its entirety. An aggregate attendance of 95.88% was achieved at the end of the period, above the 85% targeted by the safety committee.
- In August, and as part of the Human Resources' management plan, Team Building was carried out, with Lee Hecht Harrison acting as facilitator. The two-day work session was aimed at generating team cohesion and was attended by 90% of the work force.
- Around 50% of the staff has received training through attendance to courses, internships and forums, among others. Training was carried out in coordination with the team leaders and pursuant to the guidelines established in the Individual Development Plan.

## BUDGET MANAGEMENT

The regular budget funded by Minera Yanacocha for 2019 was US\$ 500,000. At December 31st, 20189, the budget had been fully executed.

Budget execution includes expenditures committed by means of agreements or contracts in the order of US\$ 38,000 (8%), payable in the first quarter of 2020. Commitments are referred to Fulbright Scholarship matching funds assigned in 2019.

### 2019 BUDGET EXECUTION (AT 12-31-2019, IN US\$)

	MY ANNUAL BUDGET	EXPENSES AT 12-31-2019	COMMITTED AT 12/31/2019	EXECUTED US\$	%
FINANCING OF PROJECTS AND COMMUNICATIONS	411,000	373,132	38,000	411,132	100%
ADMINISTRATIVE EXPENSES	89,000	89,535	-	89,535	100%
<b>TOTAL</b>	<b>500,000</b>	<b>462,667</b>	<b>38,000</b>	<b>500,667</b>	<b>100%</b>

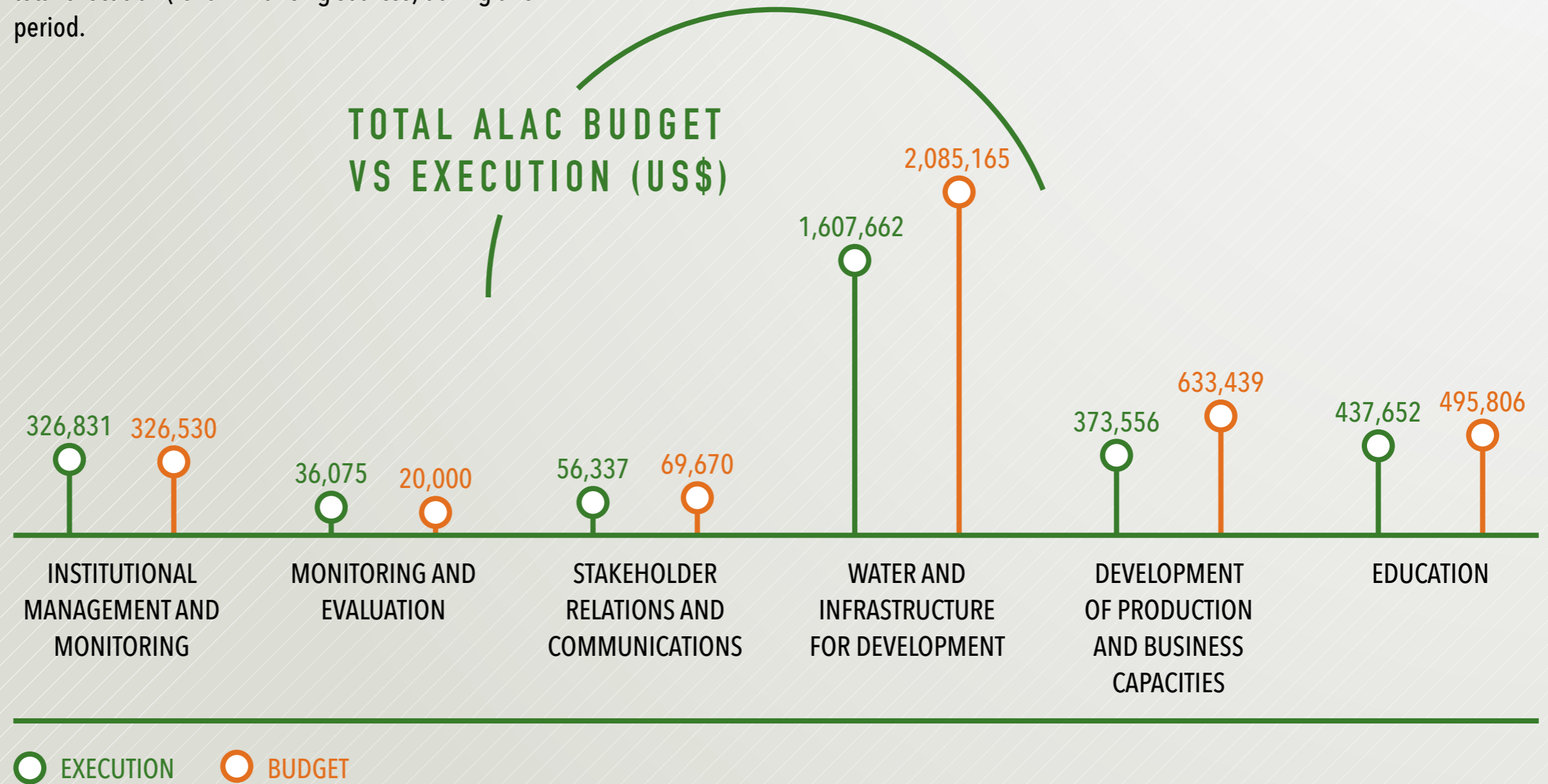
Source: ALAC Administration Department

After the budget review carried out in the second and third quarter due to the incorporation of new projects, the total budget for 2019, taking into account all financing sources, was US\$ 3,630,610, of which US\$500,000 originate from the Yanacocha yearly assignment, US\$ 913,113 come from extraordinary contributions made by Yanacocha for special projects, US\$ 1,575,211 from the balance of the Mining Solidarity Program, mainly for the "Water for Cajamarca Project" (Yanacocha Voluntary Contribution), and US\$ 436,467 from other private entities (Compañía Minera Coimolache, among others).

Total expenses executed at December 31st, which include other sources of financing (including the (PSMC), totaled US\$ 2,782,931. On the other hand, there are committed expenses (for all financing sources) for the amount of US\$ 87,354 in projects that will be completed in 2020, and with which 78.2% of the 2019 budget is executed.



Total administrative expenses for 2019 add up to US\$ 326,831.63, representing 11.5% with regard to total execution (for all financing sources) during this period.





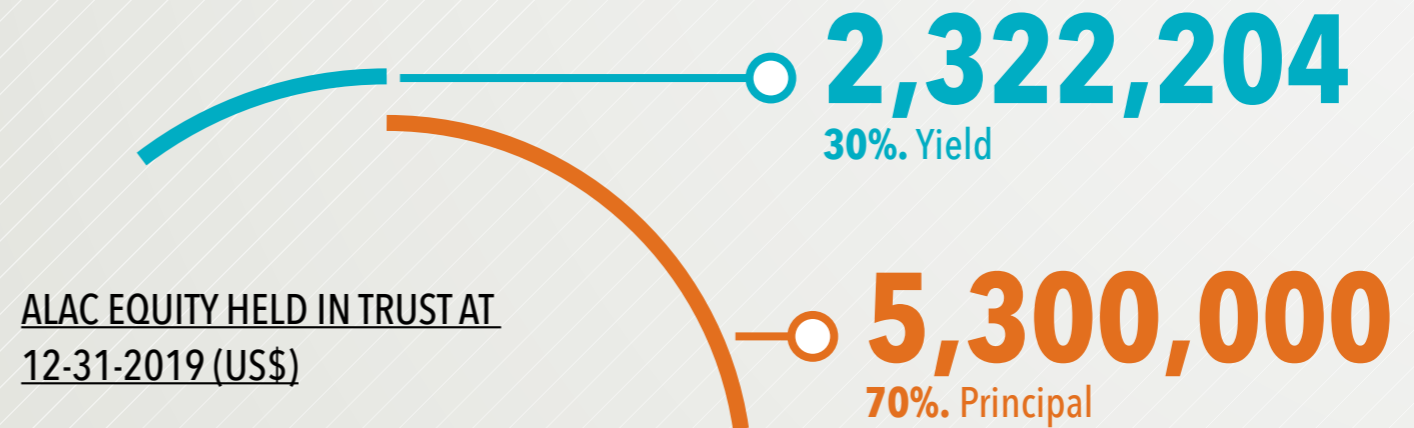


## MONITORING AND CONTROL OF TRUST FUNDS

### ALAC TRUST FUND

At December 31st, 2019, equity value was US\$ 7,622,204, with yield for the year being 8.08%, equivalent to US\$ 569,848. Accumulated yield accrued from inception of the trust fund is 76.93% (source: CREUZA report at December 2019).

Equity is made up by contributions by Yanacocha US\$ 5,300,000 ad accumulated yields accrued from the inception of the trust fund for an amount of US\$ 2,322,204.



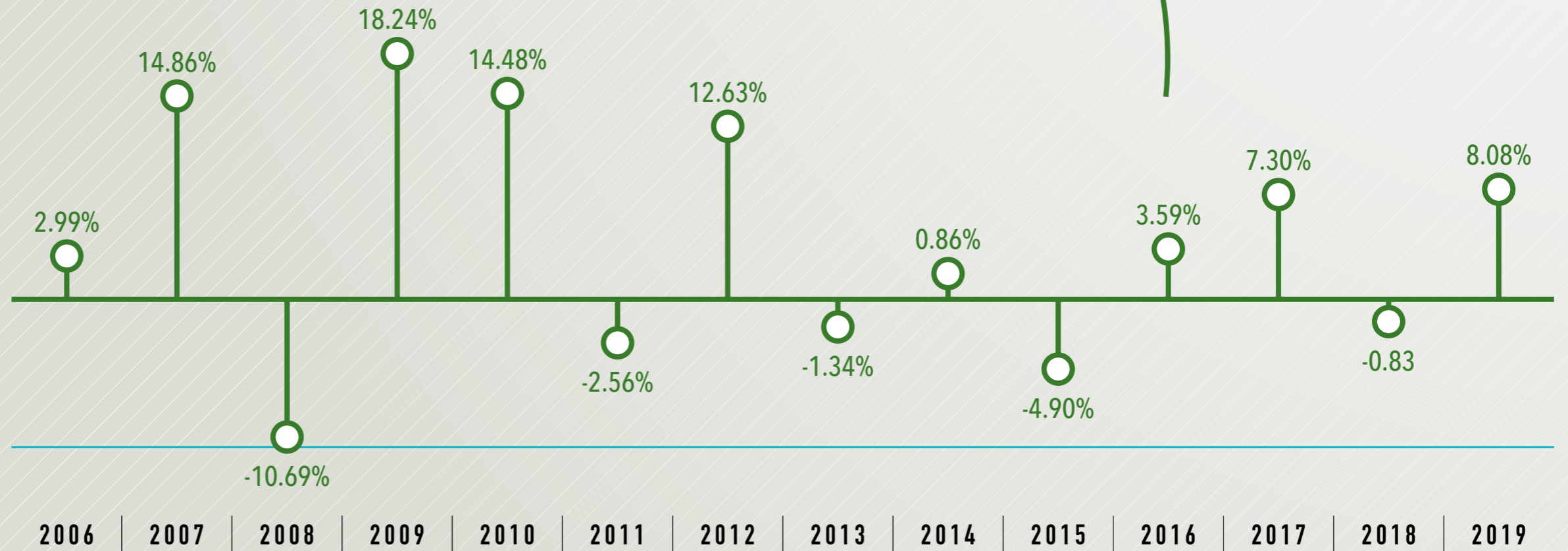
### PORTFOLIO VALUE (IN US\$) AT 12-31-2019

ESTABLISHMENT OF TRUST	Sep-01-06
INITIAL VALUE OF PORTFOLIO	1'598,720
VALUE OF PORTFOLIO OF THE PREVIOUS QUARTER DECEMBER 2018) (A)	7,052,356
2019 CONTRIBUTION (B)	-
EARNINGS / LOSSES 2019 (C)	569,848
<b>VALUE OF CURRENT PORTFOLIO (A) + (B) + (C)</b>	<b>7'622,204</b>

Source: Fiduperú - Creuza Monthly Reports



### ANNUAL RETURN ON ALAC PORTFOLIO 2006 - 2019





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# ALAC TEAM



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EXECUTIVE  
DIRECTOR



**Violeta Esperanza Vigo Vargas**  
Executive Director



DEPARTMENTS



**Saúl Enrique Vigil Barreda**  
Manager, Programs and Projects



**Sonia Elizabeth Machuca Arévalo**  
Manager, Administration and Finance



ADMINISTRATION



**Cinthia Lisset Rodríguez Zavaleta**  
Logistics Specialist



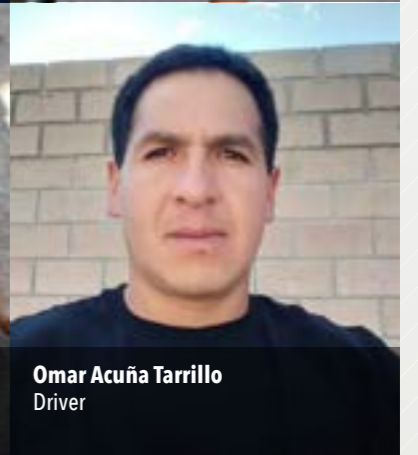
**Luz Edit Ramos Valeriano**  
Administration and HR Specialist



**Jorge Armando Ponce Cerna**  
Budget Analysis Specialist



**Laura Natalí Alarcón Cerna**  
Administrative Assistant



**Omar Acuña Tarrillo**  
Driver



MONITORING AND  
COMMUNICATIONS



**Maed Juan Sánchez Vargas**  
Monitoring, Evaluation and Learnings  
Specialist



**Luis Cornejo Peralta**  
Communications Consultant



**Sandra Cecilia Armas Barrantes**  
Communications Consultant



**José Alfredo Niño de Guzmán Esaine**  
Communications Consultant



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EDUCATION



**Ricardo Arturo Mejía Ramírez**  
Head of Education



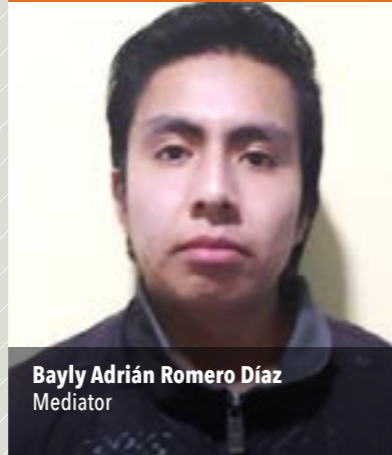
**Erika Graciela Zavaleta Gamboa**  
Educational Projects Coordinator



**Mario Alexis Barrueto Salas**  
Teaching Facilitator



**Miguel Omar Arias Campos**  
Mediator



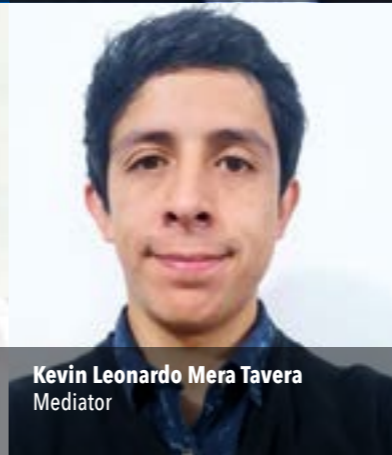
**Bayly Adrián Romero Díaz**  
Mediator



**Diana Lorena Burga Saldaña**  
Mediator



**Melvin Jonas Guevara Chunque**  
Mediator



**Kevin Leonardo Mera Tavera**  
Mediator



DEVELOPMENT  
OF PRODUCTION  
AND BUSINESS  
CAPACITIES



**Netty Dalma Malca Pérez**  
Head of Development of Production  
and Business Capacities



**Hugo Guerra Colca**  
Coordinator for Development Projects



**Roger Neising Atalaya Vásquez**  
Head of Emprende Cajamarca Project



**Elio Eduardo Ortiz Alfaro**  
Technical Coordinator for Emprende  
Cajamarca Project



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DEVELOPMENT  
OF PRODUCTION  
AND BUSINESS  
CAPACITIES



**Flor de María Calderón Gutiérrez**  
UNICA Project Facilitator



**María Ulda Gamarra Tello**  
UNICA Project Facilitator



**Edgar Elífo Terán Estrada**  
Technical Assistant for Projects



WATER AND  
INFRASTRUCTURE



**Raúl Hernán Arévalo Saavedra**  
Head of Water for Development and  
Infrastructure



**Flor de María Cosavalente de Cerdán**  
Facilitator of Strengthening Water  
Management Project



**Ibeth Marisol Grozo Abanto**  
Supervisor for Infrastructure - AID  
Projects



**Yardeni Elizabeth Julcamoro Asencio**  
Senior Specialist for Strengthening of  
the JASS



**Marya Juana Chilón Gonzales**  
Facilitator for Strengthening Water  
Management Project



**Norma Victoria León Obando**  
Facilitator for Strengthening Water  
Management Project



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## LESSONS LEARNED

- Creating links with strategic allies is fundamental for institutional strengthening and sustainability of the projects.
- Participation of women in the projects is essential, since it is their priority to improve the quality of life of their family. Moreover, there is evidence that they increase their self-confidence and self-esteem, as well as their participation in the sustainable development of their communities.
- Leveraging resources through programs sponsored by the government and other organizations is a strategy to promote initiatives in Cajamarca; nevertheless, we must take into account budget constraints for the management of the project, with the possibility of covering these costs through partnerships or a previously established fund that can match the costs.
- It is also necessary to conduct an exhaustive analysis of all the costs associated to the project in order to precisely determine the total real budget, which requires a joint effort among the various areas of the institution.
- The work of several institutions through a partnership requires looking after and sharing the visibility of the institutions and involving their representatives. This allows the strengthening of the work and the commitments to the benefit of the project participants.
- Accountability needs to the transparency and oversight mechanism which grass-roots organizations accessing competitive funds must implement for the execution of their projects. This will enable the members of the associations to remain informed and committed, thus contributing to trust among them.
- Close coordination between the technical and administrative áreas is of crucial importance in order to generate a broad understanding of the project and the procedures that need to be taken into account during their execution. This will allow to optimize the times, increase the efficiency of some processes and obtain better results.



- One of the most important aspects of strengthening ties with executing partners and co-financers is accountability. It must involve technical and budget aspects, which is why it is so important to improve processes that additionally allow availability of the information needed when required.

## PERSPECTIVES FOR 2020



REVIEW, ALIGN AND REFORMULATE, IF NEEDED, THE PROGRAMMED OBJECTIVES ON THE BASIS OF THE INSTITUTION'S STRATEGIC PLANS CURRENTLY BEING PREPARED.



STRENGTHEN THE EDUCATIONAL STRATEGIES THAT WE HAVE BEEN PROMOTING FROM ALAC TO INCORPORATE AS PART OF THE MODEL FOR SCHOOLS THAT GENERATE DEVELOPMENT, A MODEL BEING PROPOSED BY THE CAJAMARCA REGIONAL BUREAU OF EDUCATION.



STRENGTHEN OUR ACTIONS IN ENVIRONMENTAL EDUCATION AND CONSOLIDATE THE INTERACTIVE WATER AND EARTH MUSEUM AS A REGIONAL BENCHMARK THAT CONTRIBUTES TO FORMING PEOPLE ENDOWED WITH CRITICAL THINKING AND ENVIRONMENTAL RESPONSIBILITY.



SECURE THE GROUP OF PROBECA SCHOLARSHIP WINNERS AS PROFESSIONALS AND ROLE MODELS FOR SUSTAINABLE DEVELOPMENT IN CAJAMARCA.



**EMPOWER THE PRODUCERS' ASSOCIATION SO THAT THEY MAY TAKE THE LEAD IN ORGANIZING THE "CONSUME WHAT CAJAMARCA PRODUCES" FAIR FROM A PERSPECTIVE OF SUSTAINABILITY, OFFERING QUALITY PRODUCTS AT COMPETITIVE PRICES, ALONG WITH CULTURAL ACTIVITIES AND FAMILY ENTERTAINMENT.**

- Promote agricultural activities with a market potential by means of different projects developed in the area.
- Link up our producers and entrepreneurs to competitive public and private funding, allowing them to innovate in products, services, and processes, among others.
- Obtain competitive funding that will allow us to bring resources to Cajamarca to develop production projects and/or business endeavors
- Leverage with the PSI to finance the execution of new works with previously completed studies.
- Strengthen the work developed between the Municipal Technical Areas (ATM), the Regional Bureau of Health (DIRESA), the JASS, the Sub-sector Irrigation Program (PSI), the Users' Board for the Mashcón river (JURMASH), the Users' Board for the Chonta river (JURCH) and the Cajamarca Local Water Authority (ALA-C).
- Active participation in forums for consensus-building and dialogue, where ALAC is seen as a partner for progress.
- Generate currents of opinion by means of timely dissemination of institutional milestones throughout the year.
- Share the ALAC experience in project management through its publications.
- Consolidate the ALAC team as communicators who help build a favorable opinion of both the institution and the mining industry as contributors to sustainable development.



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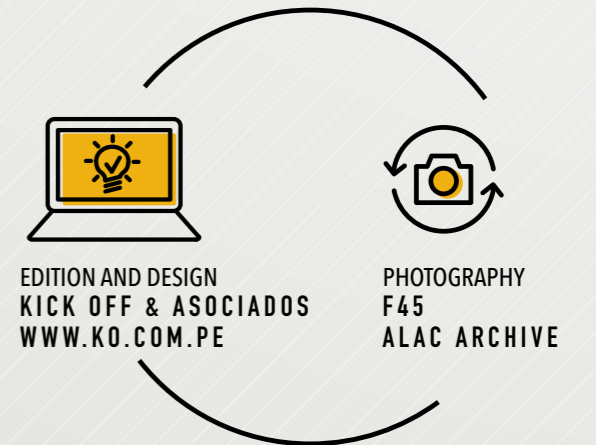
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Asociación Los Andes de Cajamarca - ALAC

