



Megatrends & Energy Transition in the Mining Sector



Operational Excellence | Matthew Cramer

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“Raspando la olla”

Operando con Excelencia

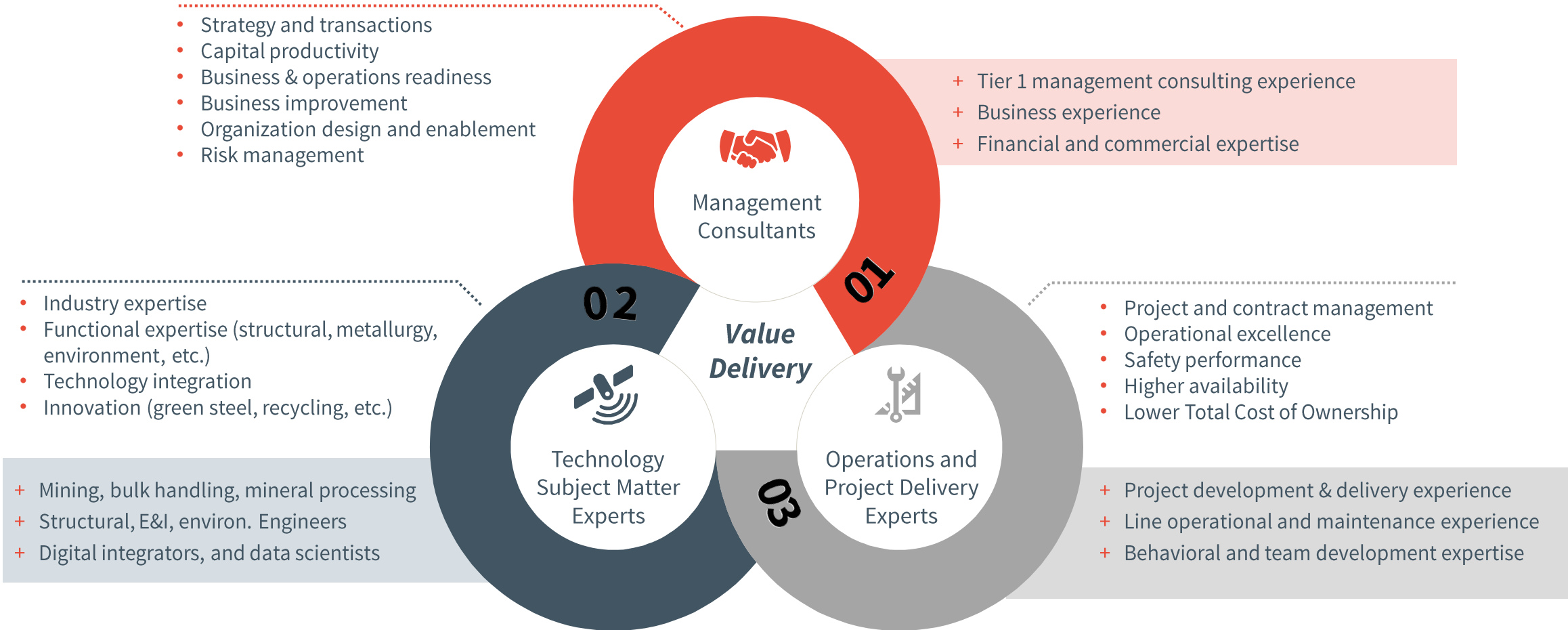


Hatch's Framework for Success in Operations

Effective sustainable change in performing transformation require **using a combination of technical operational skills with management consulting skills**, providing the holistic and in-depth analysis and execution needed



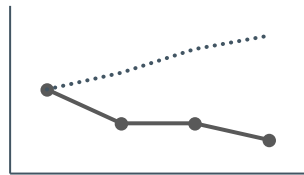
We combine forward-thinking and leading practices with diverse experts to drive significant & sustainable impact



Hatch applied its framework to promote sustained transformation in Kazakh zinc producer, with \$ 200 M impact on EBITDA

Situation

Unable to reach 60% of Nameplate



Of Hatch's work in

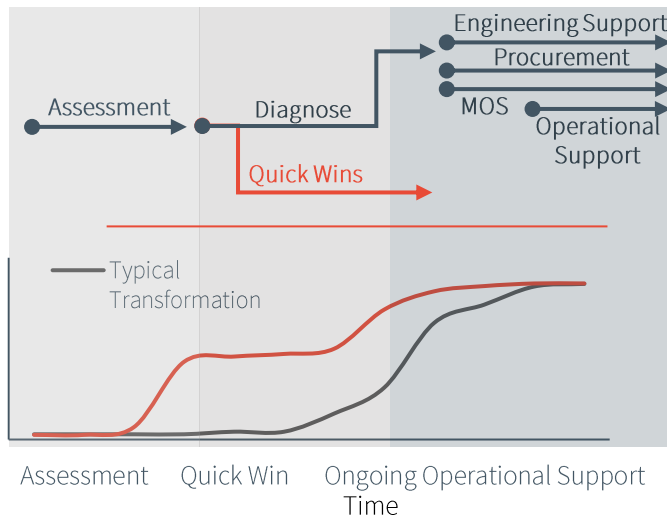


Results



\$200M
Impact on EBITDA

Process



Knowledge Transfer at every stage for **ongoing** success

Parallel Work Steams

- Operations
- Maintenance
- Procurement
- Engineering

Driving Success

+ 128%
Zinc concentrate production increase

+ 70%
Monthly ROM production increase

+ 52%
DMS production increase

