



**FIRST QUANTUM**  
MINERALS LTD.

**Cobre Panamá**

**Expression of Interest (EOI)**  
**PILOT SERVICES to Cobre Panama**

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## **1. Introduction**

Cobre Panamá is an open-pit copper mining operation located approximately 120 kilometres west of Panama City and approximately 20 kilometres in straight line from the Caribbean Sea coast, in the district of Donoso, Colon province, in the Republic of Panamá.

Cobre Panama is operated by Minera Panama S. A. (“MPSA” or “the Company”), a subsidiary of First Quantum Minerals Ltd. and commenced production in 2019, with an expected operating life of 37 years.

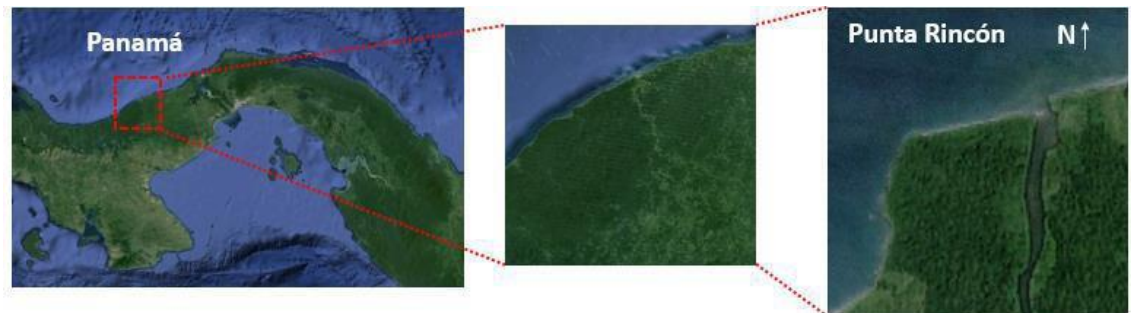
Access to the Cobre Panama mining operation is via the Pan-American Highway, from Panama City to Penonome, then through Llano Grande and Coclesito roads. The topography in the concession area is low elevation (less than 300 metres above sea level), but rugged with and covered by tropical rainforest. Roads within the project area are not paved, they are either improved with coarse rock or unimproved. Climatic conditions are tropical with high levels of precipitation, high humidity and relatively high temperatures of 25°C to 30°C year-round.

### **1.1 Punta Rincon International Terminal**

Punta Rincon International Terminal (PRIT) is a privately owned terminal by the company First Quantum Minerals. It has been developed to receive cargo barges, small tween deck general cargo vessels and small fuel vessels at Terminal 1.

At Terminal 2 FQML imports coal for the 2 x 150MW coal fired power stations as well as export copper concentrate which is produced at the mine located 32km away from the port

Cobre Panama Port – Punta Rincon International Terminal (PRIT) is located 51 nm WSW of the Port of Cristobal, Colon, Republic of Panama. The geographic location of the port is: Latitude 09°01.195’N Longitude 080°41.793’W.



Through the website [www.first-quantum.com](http://www.first-quantum.com) and [www.cobrepanama.com](http://www.cobrepanama.com) you can access all the information and maps of the Cobre Panama site.

Cobre Panamá is currently receiving Expressions of Interest for the following tendering process: **PILOT SERVICES**

## **2. Purpose**

The purpose of this Expression of Interest process is to identify a shortlist of bidders or proposers, which must have the ability to demonstrate that they meet the requirements, experience and capability to meet the operational standards of Cobre Panama, in relation to the provision of **PILOT SERVICES**.

We wish to clarify that this call for “Expression of interest” does not constitute a call for Bids or Request for Proposal. The EOI is an initial phase whose purpose is to identify suppliers interested in participating in the future bidding process for the **PILOT SERVICES** for Cobre Panama. These suppliers will be pre-qualified in accordance with the Company’s standards.

### **3. Expression of Interest Submission**

Positive Expression of Interest will be accepted until **16:00 on March 24<sup>th</sup>, 2023 (Panama Time)**. Interested companies must register their interest by means of a written communication, which must be sent through the email address of the MPSA Representative as detailed in Section 4 of this document, attaching the requested documentation according to the details presented in Section 5 of this document.

### **4. MPSA Representative**

All correspondence to be exchanged with the Company in connection with this process, including questions and clarifications, should be addressed exclusively to:

**Mr. Fernando Merino and Ricardo Escala**  
**Email:** [MPSAtenders\\_services@fqml.com](mailto:MPSAtenders_services@fqml.com)

Failure to comply with this requirement may result in your Expression of Interest being disregarded.

### **5. EOI Preparation and Documentation**

In conjunction with its positive Expressions of Interest, companies must submit the following documents, which are mandatory:

- a) **Letter of Expression of Interest**, according to the form included in **Annex 2**.
- b) **Cover letter**, highlighting the company's main capabilities in relation to the scope of the service defined in **Annex 1**.
- c) **Relationship with Suppliers – Overview** form, according to the downloadable form, available at <https://www.cobrepanama.com/expresiones-de-interes>
- d) **Corporate Statement**, detailing its capability and experience in the provision of similar services object of this EOI, with particular attention to the content of this Expression of Interest and to the following subjects:
  - Define the top three contracts (**with similar scope to the scope of this Expression of Interest**) you currently have, including customer name and contact, contract terms, average monthly billing amount, and scope of service details.
  - Specify the company's organization and the supporting infrastructure for the provision of similar services (such as org chart, offices, workshops, equipment, systems, supply chain and sub-suppliers or contractors).
  - Detail the company's current accreditations, certifications and licences.
- e) **Capability Questionnaire**, according to the form included in **Annex 2**, and downloadable at <https://www.cobrepanama.com/expresiones-de-interes>
- f) Audited **Financial Statements** for the last two years, preferably those for the years 2020 and 2021 or failing that, those for the years 2019 and 2020.
- g) Complete the **Labour Relations Questionnaire** and include document(s) to support your response as required, the form is detailed in **Annex 2**.
- h) Complete the **Contractors Questionnaire - Safety**, and include document(s) to support your response as required, the form is detailed in **Annex 2**.
- i) Submit a copy of the **Public Registry Certification** of the company and the **identification document of the Legal Representative**.

### **6. Definition and Notification of Bidders Short List**

In accordance with the EOI Terms and Conditions, which are defined in Section 8 hereof, the Company, in its sole and absolute discretion, after a pre-qualification process, will define the Short List of Bidders that will be formally invited to submit their proposal during the tendering stage.

The pre-qualification process for the participating companies includes the following:

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- a) Review and evaluation of the documentation submitted by the company, as defined in Section 5 of this document.
- b) Industrial Safety Audit: A representative of MPSA's safety area will visit your facilities. The date of the visit will be scheduled and each company will be informed in due time. The audit will examine the following areas of interest:
  - Emergency Procedure
  - Leadership in safety management
  - Risk management
  - Occupational Health
  - Maintenance and inspection
  - Equipment standards
  - Environment

The Company will notify participating companies of the outcome of the Expression of Interest process on **April 14<sup>th</sup>, 2023**.

### 7. Key Dates

In the following table the Company presents the **probable** dates of the **future** tendering process, which are subject to change at the Company's discretion:

Description	Date
Start of Tendering	<b>May 3<sup>rd</sup>, 2023</b>
Submission of bids	<b>May 17<sup>th</sup>, 2023</b>
Award	<b>July 19<sup>th</sup>, 2023</b>
Start of Operations	<b>September 1<sup>st</sup>, 2023</b>

### 8. EOI Terms and Conditions

The EOI process will be subject to the following conditions:

- a) Expressions of Interest received after the EOI submission closing date, as defined in Section 3 of this document, will be considered late. A late Expression of Interest may be deemed valid or invalid at the sole and exclusive discretion of the Company.
- b) Minera Panama may, at its sole and exclusive discretion, select the list of bidders to be invited to participate in the tendering process for the **PILOT SERVICES** for Cobre Panama. Minera Panama is not obligated, nor is it required, to pre-select any or all of the bidders to the tender. Those suppliers selected will be notified in writing, as well as those that are not selected.
- c) Each participant acknowledges and agrees that:
  - i. This EOI is only a request for Expression of Interest and does not constitute, in any way, a commitment to purchase or hire or any other form of contractual or extra-contractual commitment for you or the potential supplier.
  - ii. Minera Panama is not obligated to call for bids.
  - iii. Minera Panama reserves the right to terminate this process at any time or for any reason by informing, in writing, all participants without further liability, risk or obligation of any kind.
- d) Minera Panama has no liability to any participant for any claim arising out of or in connections with any act or omission of Minera Panama in connection with part or all this EOI process.

Minera Panama may amend or correct, at any time, and at its sole discretion, the requirements of this Expression of Interest prior to the closing time and date of this process. Any such addendum or correction shall be published as an exhibit and shall become a part of this document.

# **Annex 1**

## **Scope of Service**

## **MPSA2023-0053 Expression of Interest for PILOT SERVICES**

### **1. Scope of Service – General Description**

The following is the scope of the **PILOT SERVICES** for Cobre Panama:

- Provide pilotage services at Terminal 1
- Provide pilotage services at Terminal 2
- Coordinate the time to arrive to site as requested by the shipping agent (direct coordination)

### **2. Scope – General**

- Berthing of vessels at Terminal 1
- Departure of Vessels at Terminal 1
- Berthing of vessels at Terminal 2
- Remain onboard the vessel 24hours for the loading / unloading operations at Terminal 2
- Departure of Vessels at Terminal 2
- Adhere to the operational limits for vessel operations as specified in the port handbook and standard operating procedures for both Terminal 1 and Terminal 2

For General knowledge the monthly ship frequency is 11 vessels

### **3. Contract Term**

Minera Panama expect to manage a contract for a term of **3 Years**, which will be subject to permanent evaluation and compliance with established management indicators. Minera Panama, at its sole discretion, could renew the term for 1 additional year at the end of the initial term.

**Annex 2  
Forms**



**Letter of Expression of Interest**

Panama, \_\_\_\_ of \_\_\_\_\_ 2023

Gentlemen,

In attention to the publication of the Expression of Interest process, by which an invitation to companies related to the **PILOT SERVICE** industry sector have been made, to i) present background information related to their specialty, ii) formulate in writing their Expression of Interest in participating in the prequalification process and iii) subject to pass said prequalification process, be invited and participate in the presentation of technical and economic proposals, related to the service of **PILOT SERVICES** for Cobre Panama, we declare that:

1. We have examined the forms of the so-called "Expression of Interest" process, and we have no reservations in providing the requested background and data, according to the pre-established formats.
2. We assure the truthfulness and accuracy of all information provided and we hereby authorize any natural or legal person indicated in the forms to provide, at the request of Minera Panama, all information deemed necessary to confirm the truthfulness of the same. In the event that any misrepresentation in the information we submit is proven untrue, we are hereby notified that you have the right not to acknowledge our "Expressions of Interest".
3. For the purpose of evaluating queries or providing clarifications that Minera Panama may require regarding the EOI, Mr./Mrs. \_\_\_\_\_ is appointed to provide, on behalf of \_\_\_\_\_, the supplementary information required.
4. We, the company \_\_\_\_\_ and its affiliates or subsidiaries, including any firm or specialized professional hired, is not sanctioned and/or barred from practicing the profession, and is not involved in any lawsuits in connection with the practice of the profession that is the subject of this Expression of interest.

On this occasion, we send you our best regards,

Signed \_\_\_\_\_

Name \_\_\_\_\_ as \_\_\_\_\_

Duly authorized to sign the application for and behalf of:

\_\_\_\_\_

On the \_\_\_\_ day of \_\_\_\_\_ 2023

**(This form requires the signature of the Legal Representative)**

**Capability Questionnaire**

**General**

1. Name your 3 most relevant contract/client in the last two years, and provide a brief description of the nature and top 1 or 2 challenges within this contracts, as well as the average range of the monthly billing.
2. Name your 3 most relevant contract/client in the last two years which nature is similar to the specific scope detailed in Annex 1, and provide a brief description of the nature and top 1 or 2 challenges within this contracts, as well as the average range of the monthly billing.
3. Name the relevant equipment that you own (including quantities, age, brand and model), that would be assigned to the Services should a potential award be granted.
4. Describe the maintenance routine or program for the equipment listed in question 3 above. Should a Maintenance Plan/Maintenance records exists, please attach a sample.
5. Describe the nature of your presence/constitution in Panama as a Company. What is the dependence of the Panamanian branch with the headquarters?
6. List and describe your existing facilities in Panama. Where are they located? What is the scope that can / cannot be worked on each of them.
7. How many Panamanian workers do you have in your payroll? How many foreigners?
8. Describe the minimum qualifications of the personnel reporting directly to the General Manager. What degree is required (if any), how many years of experience in similar positions are required? Please elaborate.
9. Does your company or legal representatives of the company; are members in some Trade Association/ Trade Committees/Social Club or any other relevant institutions? Please provide details.
10. Describe your regular working hour's schedule. Describe what would be the assistance that you could provide outside said regular working hour's schedule.
11. How many years is your company working in Panama?

**Specifics**

1. Provide evidence of the ports in Panama which your company have had commercial relations with during the last two years.
2. Provide proof of your Panamanian Operating License with the AMP.
3. Provide the CVs of the personnel that would be assigned should a potential contract with MPSA be executed within the next 6 months.
4. Regarding licensing, Provide the following:
  - Certified by the Panama Maritime Authority for vessel operations at Punta Rincon
  - Certified to Pilot for Terminal 1: up to 20,000 DWT
  - Certified to Pilot for Terminal 2: Panamax vessel / No limits

**Labour Relations Questionnaire**

Date:

All Suppliers,

Dear Sir,

As part of our continued commitment to compliance with labor standards established in Labor Code and other special labor laws, we carry out this evaluation to monitor good practices in labor relations by our contractors. To allow us to meet our goals, we need the following information for our records.

We look forward to your full cooperation in this matter, along with your prompt response.

Yours faithfully.

First Quantum Mining Limited (Cobre Panama)

**CONTRACTORS QUESTIONNAIRE**

**1. Contractors Details**

Name of Company: \_\_\_\_\_

Address: \_\_\_\_\_

Telephone No: \_\_\_\_\_

e-mail address: \_\_\_\_\_

Contact Name: \_\_\_\_\_

Industry \_\_\_\_\_

Affiliated to specific chamber \_\_\_\_\_

\*Please provide a copy of the operation notice (Aviso de Operación) of the Ministry of Commerce and Industries (MICI).

**2. Workforce**

a. Numbers of workers expected to have hired

Total: \_\_\_\_\_

b. Nationality

Panamanian \_\_\_\_\_

Foreign \_\_\_\_\_

i. Declare if the entire foreign workforce has a valid work permit. **Yes/No.**

c. In a separate document, please send the next information:

- List of positions to hire
- Salaries to pay
- Workers address

d. Type of contract to be use

- Fixed term contract \_\_\_\_\_
- Ongoing contract \_\_\_\_\_
- Phase completion contract \_\_\_\_\_

e. Legislation to apply in the contracts

- Labor Code \_\_\_\_\_
- Law 72-1975 \_\_\_\_\_
- Law 5-1982 \_\_\_\_\_
- Law 13-1982 \_\_\_\_\_
- Others in addition (detailed) \_\_\_\_\_

f. Will worker stay on site? \_\_\_\_\_

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g. Roster to be use by your workers \_\_\_\_\_

**3. Labour Code standards.**

a. Declare if workers will receive a salary according or higher than the minimum established by law. **Yes/No.** If the answer to above was **No**, please provide details.

b. Declare if all workers are affiliated with the social security system. **Yes/No.**

i. Please provide peace and safety document issued by Social Security Agency (in Spanish: Caja de Seguro Social)

ii. Please provide copy of last payroll issued by Social Security Agency (in Spanish: Caja de Seguro Social).

c. Declare if the company has a **severance fund** for its workers **Yes/No.**

**4. Collective Labor Relations**

a. Declare if in the company operates any workers union (s). **Yes/No.**  
If your answer to the above was **Yes**, please provide details.

Name of Union No. 1. \_\_\_\_\_ No. Affiliates. \_\_\_\_\_

Name of Union No. 2. \_\_\_\_\_ No. Affiliates. \_\_\_\_\_

b. Declare if the company has a Collective Labor Agreement. **Yes/No.**  
If your answer to the above was **Yes**, please provide details.

Period of validity \_\_\_\_\_ Name of Union: \_\_\_\_\_

c. Declare if the company currently has collective bargaining in progress directly way or in MITRADEL. **Yes/No.**  
If your answer to the above was **Yes**, please provide details.

Start date of negotiation. \_\_\_\_\_ Name of Union: \_\_\_\_\_

d. Provide the contact of the responsible of Labour Relations or Human Resources in the company.

Name: \_\_\_\_\_ Contact: \_\_\_\_\_

E-mail: \_\_\_\_\_

e. Declare if company has internal work regulations approved by MITRADEL. **Yes/No.**

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If your answer to the above was **Yes**, please provide a copy.

- f. Declare if the company currently maintains labor lawsuits before MITRADEL or labor courts. **Yes/No**. If your answer to the above was **Yes**, please provide details.

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- g. Declare if the company has subcontractors. **Yes/No**  
If your answer to the above was Yes, please provide the names of subcontractors.

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**5. Relevant Information**

Please provide any other information about labour relations that you feel may help us in our assessment of your company as a contractor to First Quantum Mining Limited.

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I certify that the details provided are an accurate reflection on our company.

**Name: (print)** \_\_\_\_\_

**Title:** \_\_\_\_\_

**Telephone No:** \_\_\_\_\_

**E-mail Address:** \_\_\_\_\_

**Date:** \_\_\_\_\_

**Signed:** \_\_\_\_\_

**First Quantum – Cobre Panamá  
Safety Management Plan**

**Form 14.2**



Date:

Ref: **Request for documented safety information**

All Contractors

Dear Sir,

**CONTRACTORS QUESTIONNAIRE - SAFETY**

As part of our continued commitment to safety we carry out continual assessments to monitor the competence of our contractors. To allow us to meet our objectives, we need the following information for our records.

We look forward to your full co-operation in this matter, along with your early reply.

Yours faithfully

First Quantum (Cobre Panama)  
**Category Management, Commercial Department.**

**CONTRACTORS QUESTIONNAIRE**

**1. Contractors Details**

Name of Company: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Telephone No: \_\_\_\_\_

e-mail address: \_\_\_\_\_

Contact Name: \_\_\_\_\_

**2. Occupational Safety Plan or Occupational Risk Prevention and Management Plan**

Does the company have a safety plan or occupational risk prevention and management plan?  
**Yes/No**

If the answer **is yes**, please provide details of your structure index.

**3. Health & Safety Policy**

Please supply a copy of this policy. Who in your organisation is responsible for safety?

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Safety Qualifications: \_\_\_\_\_

\_\_\_\_\_

**4. Safety Advice**

Do you employ a Safety Advisor? **Yes/No**

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Safety Qualification: \_\_\_\_\_

\_\_\_\_\_

Do you employ the services of a consultant/advisor? **Yes/No**

If the answer to the above was **No**, who advises on safety matters?

**5. Audit**

Do you carry out internal safety audits? **Yes/No**

If the answer to the above was Yes, please provide details.



**6. Health & Safety Training**

- i) Please provide details of any training you have done for your management force.
- ii) Do you provide health and safety information to your sub-contractors? **Yes / No**  
If the answer was yes, please provide details.
- iii) Please provide a copy of your training matrix for the current year.

**7. Risk Assessment**

Please provide examples of your generic risk assessment.  
Please provide worked examples of specific job evaluations.

**8. Control of Hazardous Substances**

Please provide sample evaluations of your SDS.

**9. Accident Statistics**

Please provide details of your accident records for the twelve months.

**10. Maintenance of equipment & machinery**

Please provide details of your maintenance plan system and inspection schedule.

**11. Sub-Contractors**

How do you assess the competence of your sub-contractors?

**12. Environmental Policy**

Please provide details of your environmental policy or procedures to avoid environmental problems.

**13. Relevant Information**

- 13.1. Emergency Response Plan clearly displayed on site and tested biennially.
- 13.2. COVID-19 Prevention Protocol/ Approved or proof of receipt
- 13.3. Near Miss Incident Reports, Incident and Accident Investigation Register.

**I certify that the details provided are an accurate reflection of our company.**

**Name: (print)** \_\_\_\_\_

**Title/Position:** \_\_\_\_\_

**# Telephone:** \_\_\_\_\_

**E-mail Address:** \_\_\_\_\_

**Date:** \_\_\_\_\_

**Signed:** \_\_\_\_\_