

## Devex is a standout in 2011 Exponor

During five days, around 30,000 XIV Exponor visitors, Latin America International Mining Industry Exhibition, had the opportunity to get to know the technology developed by Devex, management and mine operation optimization expert. The fair took place between June 17th and June 21st in Antofagasta, Chile – region responsible for 54% of the Chilean copper mining. Exponor had around 700 exhibitors from 20 countries, with a highlight to Devex, Brazilian leader in the segment that has presented the latest thing: MineInside System. The technology, in 3D, is unique and it promises to change mine management. Besides this great bet, Devex has also presented other technologies which are able to optimize production, cut down the costs, increase Productiveness and maximize the quality of the miner.

**INNOVATION** - Devex stand was one of the most popular ones in the fair, with experts and even non experts interest in the Brazilian company's products, mainly in MineInside System. "This is the first time MineInside, now belonging to Devex Group, presents its products in the region. The receptiveness has been excellent. In these five fair days have appeared great negotiation opportunities, with big and important Chilean mines.", stands out MineInside CEO, André Andrade.

**LOOKING AHEAD** – In Exponor, suppliers from all over the world and Chile biggest companies were gathered. Alliances and partnerships strengthening were fundamental to the business growth and new partnerships formation. Rodrigo Couto, Latin America Sales Director stood out the importance of being able to watch, closely, all the tendencies toward to safety, net management, key performance indicators (kpis) and high precision. "We notice, in this moment, a high investment grade in mining due to commodities good prices what makes this fair a great business potential one. The possibility of new business, experience and knowledge tradeoff, alliances strengthening are making Exponor more and more interesting.", has observed the director.

**POTENTIAL** – In this first semester, Devex Chile has presented itself as the most emerging mining supplier in 2011. In Exponor, the company has brought to the 10,000 visitors, most of them executives from different mines around the world, a refreshing stand which matched technology and reliability on its products. Boris Burgos Quezada, Country Manager in Chile, detached the presence of long term customers, such as Peñon, CMM, La Forida, MDO and also new partners. "Along with them were set new meetings and potentialities to expand in Chile markets and around the world ones as well. Devex is getting bigger and forming elite professionals who fulfill the requested requirements by the greatest Chile mining companies such as Codelco, BHP, Xstrata, Yamama, Kinross, among others.", has observed Quzada.