

Sierra Metals, Inc. (SMT-CN)

Company Update
Metals and Mining

Heiko F. Ihle, CFA 212-356-0510 hihle@rodm.com Jake Sekelsky 212-356-0511 jsekelsky@rodm.com

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The Trend Towards Lower Costs Continues; Reiterating Buy

Stock Data			(3/31/2017				
Rating				Buy				
Price		C\$3.67						
Exchange				TSX				
Price Target				C\$4.00				
52-Week High				C\$3.75				
52-Week Low				C\$1.15				
Enterprise Valu	Enterprise Value (M)							
Market Cap (M)	Market Cap (M)							
Public Market F			162.1					
Shares Outstar		162.1						
3 Month Avg Vo		36,569						
Short Interest (Short Interest (M)							
Balance Sheet	Metrics							
Cash (M)				\$42.10				
Total Debt (M)				\$78.60				
Total Cash/Sha	re			0.26				
EPS Diluted								
Full Year - Dec	2016A	201	17E	2018E				
FY	(80.0)	0.0	06	0.08				
Revenue (M)			·					
Full Year - Dec	2016A	201	17E	2018E				
FY	143.20	212	2.10	221.70				



On March 30, 2017, Sierra Metals announced 2016 results followed by a conference call on March 31, 2017. During the year, the firm produced 11.9 million silver equivalent ounces, which was in line with management's guidance of 10.4-12.8 million silver equivalent ounces. Further, the company beat our 2016 production estimate of 11.7 million ounces. In our view, 2016 served as a transformational year for Sierra Metals as the turnaround at Yauricocha continued with the installation of a new hoist for the Mascota Shaft, which we believe should increase skipping capacity by 30,000 to over 100,000 tonnes per month. In our opinion, this upgrade should also serve as the backbone of higher throughput and corresponding production rates at Yauricocha going forward. We note that during the call management highlighted its expectation of no exceptional shutdowns for 2017. To this end, we expect production to increase yet again in 2017, as we forecast just over 13.0 million silver equivalent ounces, compared with management's guidance of 11.5-13.5 million silver equivalent ounces in 2017.

We expect further costs to declines at Yauricocha. Importantly, allin sustaining costs (AISC) across Sierra's portfolio of producing assets fell to \$14.25 per ounce. This compares with \$15.07 per ounce in the prior year, primarily due to the operational turnaround at Yauricocha taking hold. To this end, AISC at the site fell to an impressive \$13.11/oz in 2016 from \$17.15/oz in 4Q15. We attribute the reduction in cash costs to higher throughput and grades from the Esperanza zone. Given that we expect throughput to increase to 975,000 tonnes this year, up from 897,169 tonnes in 2016, we believe AISC should fall further at Yauricocha and believe AISC below \$12.00 per silver equivalent ounce could be achievable.

Re-evaluation of Cusi mine plan. During 2016, AISC at Cusi averaged \$20.41 per silver equivalent ounce, above the price of silver and making the project simply too high cost to operate profitably in today's metal price environment. Given this, Sierra has been conducting brownsfield exploration at the mine in an effort to provide higher-grade ore to the mill. Ultimately, a discovery was made due to the 15,000 meter drilling program, of which approximately 10,000 has been completed to date. In our view, the remainder of the program should be focused on further defining near surface mineralization at the new discovery, which we believe could provide higher-grade near term mill feed at Cusi.

Our thoughts on the CEO transition. The firm announced that its CEO, Mark Brennan, tendered his resignation on March 29, 2017. We met with Mr. Brennan in Toronto on the afternoon of March 31, 2017, and note that all business facets of Sierra Metals remain on-track. In short, while the transition may bring slight changes in the organisation, we do not expect any noticeable impacts from the transition.

We are reiterating our Buy rating and C\$4.00 per share price target on Sierra Metals. Our valuation remains predicated on an equally weighted composite NAV and CFPS methodology. We apply a 12x multiple to our 2017E CFPS estimate, while our NAV analysis utilizes 9.0% discount rates at Yauricocha and Bolivar and 10% at Cusi. In our view, Sierra should continue to deliver on its stated objective of lowering costs while increasing production, particularly as much of the heavy lifting has now been completed at Yauricocha.

Risks. 1) Gold and silver price risk; 2) operating and technical risk; 3) political risk; and 4) financing risk.

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							2017		2018		2019		2020		2021		2022		2023		2024		2025		2026
<u>Yauricocha Mine</u> Tonnes ('000s)							975		1,000		1,000		1,000		1,000		1,000		1,000		1,000		1,000		1,000
Silver grade (g/t)							90.0		90.0		90.0		90.0		90.0		90.0		90.0		90.0		90.0		90.0
Siver recovery							64%		64%		64%		64%		64%		64%		64%		64%		64%		64%
Silver production (oz)							1,806		1,852		1,852		1,852		1,852		1,852		1,852		1,852		1,852		1,852
Silver price							\$20.00		\$20.00		\$20.00		\$20.00		\$20.00		\$20.00		\$20.00		\$20.00		\$20.00	,	\$20.00
Copper grade (%)							0.60%		0.60%		0.60%		0.60%		0.60%		0.60%		0.60%		0.60%		0.60%		0.60%
Copper recovery (%)							60%		60%		60%		60%		60%		60%		60%		60%		60%		60%
Copper production ('000s lbs)							7,738		7,937		7,937		7,937		7,937		7,937		7,937		7,937		7,937		7,937
Copper price						\$	2.25	\$	2.25	\$		\$		\$	2.25	\$	2.25	\$	2.25	\$	2.25	\$	2.25 \$,	2.25
Silver Equivalent							871		893		893		893		893		893		893		893		893		893
Lead							2.5%		2.5%		2.5%		2.5%		2.5%		2.5%		2.5%		2.5%		2.5%		2.5%
Lead recovery (%)							72%		72%		72%		72%		72%		72%		72%		72%		72%		72%
Lead production ('000s lbs)							37,917	_	38,890		38,890		38,890		38,890		38,890		38,890		38,890		38,890		38,890
Lead price						\$		\$		\$		\$		\$		\$	0.80	Ş	0.80	Ş		\$	0.80 \$	•	0.80
Silver Equivalent							1,517		1,556		1,556		1,556		1,556		1,556		1,556		1,556		1,556		1,556
Gold grade (g/t)							0.60		0.60		0.60		0.60		0.60		0.60		0.60		0.60		0.60		0.60
Gold recovery							25%		25%		25%		25%		25%		25%		25%		25%		25%		25%
Gold production (oz)							4.7		4.8		4.8		4.8		4.8		4.8		4.8		4.8		4.8		4.8
Gold price							\$1,300		\$1,300		\$1,300		\$1,300		\$1,300		\$1,300		\$1,300		\$1,300		\$1,300	,	\$1,300
Silver Equivalent							306		313		313		313		313		313		313		313		313		313
Zinc grade (%)							3.00%		3.00%		3.00%		3.00%		3.00%		3.00%		3.00%		3.00%		3.00%		3.00%
Zinc recovery (%)							85%		85%		85%		85%		85%		85%		85%		85%		85%		85%
Zinc production ('000s lbs)							73,083	_	73,083	_	73,083		73,083		73,083	_	73,083	_	73,083		73,083		73,083		73,083
Zinc price Silver Equivalent						\$	1.00 : 3,654	\$	1.00 3,654	Ş	1.00 3,654	\$	1.00 3,654	\$	1.00 3,654	\$	1.00 3,654	Ş	1.00 3,654	5	1.00 3,654	Ş	1.00 \$ 3,654		1.00 3,654
Silver Equivalent							3,034		3,034		3,034		3,034		3,034		3,034		3,034		3,034		3,034		3,034
Total Silver Equivalent (000s oz)							8,153		8,268		8,268		8,268		8,268		8,268		8,268		8,268		8,268		8,268
Revenue in '000s \$																									
Revenue from Silver						\$	36,112 17,411			\$		\$		\$		\$		\$		\$		\$	37,038 \$ 17,857 \$		37,038
Revenue from Copper Revenue from Lead						\$ \$		\$ \$		\$		\$		\$		\$		\$	17,857 31,112	\$		\$	17,857 \$ 31,112 \$		17,857 31,112
Revenue from Gold						\$	6,113			\$		\$		\$		\$		\$	6,269	\$		\$	6,269 \$		6,269
Revenue from Zinc						Ś		\$		\$		\$		\$		\$		\$	73,083	\$		Ś	73,083 \$		73,083
Gross Revenue						Ś	163.052																165.359 \$		55.359
Smelting, Refining etc Charges	@	20.0%				Ś	(32,610)	•		\$		•			(33,072)								(33,072) \$		
Net Revenue	_					\$	130,442						132,287												32,287
Cash cost per AgEq oz						Ś	8.75	Ś	8.50	Ś	8.50	Ś	8.50	\$	8.50	Ś	8.50	Ś	8.50	Ś	8.50	\$	8.50 \$		8.50
Total Operating Cash Cost						\$	71,335			\$		\$		\$		\$		\$		\$		\$	70,278 \$		70,278
Operating cash flow						\$	59,107	s	62,010	Ś	62,010	\$	62,010	Ś	62,010	\$	62,010	Ś	62,010	Ś	62,010	\$	62,010 \$		62,010
CapEx (000s)						Ś				\$					(15,000)				(15,000)						15,000)
Tax / Tax Rate (in 000's)	@	30.0%				\$	(12,632)		(14,103)						(14,103)				(14,103)						14,103)
Free Cash Flow from Yauricocha						\$	29,475	\$	32,907	\$	32,907	\$	32,907	\$	32,907	\$	32,907	\$	32,907	\$	32,907	\$	32,907 \$	•	32,907
Cash flow discount rate		9.0%					_		1		2		3		4		5		6		7		8		9
PV of cash flow						\$	29,475	\$	30,190	\$		\$		\$		\$		\$	19,621	\$		\$	16,515 \$	3	15,151
Total current cash flow		,	\$ 226,759	\$	1.40 per share																				
Attributable to SMT shareholders		82%	\$ 185,943																						
Shares outstanding			162,073																						
NAVPS		,	1.15																						
				_	_	_	_	_	_				_												

Source: Rodman & Renshaw estimates.

				Exhibit 2:	Bolíva	r NAV						
					2017	2018	2019	2020	2021	2022	2023	2024
Bolivar Mine												
Tonnes ('000s)					1,225	1,400	1,400	1,400	1,400	1,400	1,400	1,400
Silver grade (g/t)					20.0	18.5	18.5	18.5	18.5	18.5	18.5	18.5
Siver recovery					75%	75%	75%	75%	75%	75%	75%	75%
Silver production (oz)					591	625	625	625	625	625	625	625
Silver price					\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00
Copper grade (%)					1.10%	1.10%	1.10%	1.10%	1.10%	1.10%	1.10%	1.10%
Copper recovery (%)					80%	80%	80%	80%	80%	80%	80%	80%
Copper production ('000s lbs)					23,766	27,161	27,161	27,161	27,161	27,161	27,161	27,161
Copper price					\$ 2.25	\$ 2.25	\$ 2.25	\$ 2.25	\$ 2.25	\$ 2.25	\$ 2.25	\$ 2.25
Silver Equivalent					2,674	3,056	3,056	3,056	3,056	3,056	3,056	3,056
Gold grade (g/t)					0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25
Gold recovery					45%	45%	45%	45%	45%	45%	45%	45%
Gold production (oz)					4.4	5.1	5.1	5.1	5.1	5.1	5.1	5.1
Gold price					\$1,300	\$1,300	\$1,300	\$1,300	\$1,300	\$1,300	\$1,300	\$1,300
Silver Equivalent					288	329	329	329	329	329	329	329
Total Silver Equivalent (000s oz)					3,552	4,009	4,009	4,009	4,009	4,009	4,009	4,009
Revenue in '000s \$												
Revenue from Silver					\$ 11,815	\$ 12,491	\$ 12,491	\$ 12,491	\$ 12,491	\$ 12,491	\$ 12,491	\$ 12,491
Revenue from Copper										\$ 61,112		\$ 61,112
Revenue from Gold					\$ 5,760	\$ 6,583			\$ 6,583		\$ 6,583	\$ 6,583
Gross Revenue										\$ 80,186		\$ 80,186
Smelting, Refining etc charges	@	15.0%									\$ (12,028)	
Net Revenue					\$ 60,391	\$ 68,158	\$ 68,158	\$ 68,158	\$ 68,158	\$ 68,158	\$ 68,158	\$ 68,158
Cash cost per AgEq oz					\$ 9.50	\$ 9.25	\$ 9.25	\$ 9.25	\$ 9.25	\$ 9.25	\$ 9.25	\$ 9.25
Total operating costs					\$ 33,748	\$ 37,086	\$ 37,086	\$ 37,086	\$ 37,086	\$ 37,086	\$ 37,086	\$ 37,086
					4 25 5 42	4 24 272	4 24 272	4 24 272	4 24 272	4 24 272	4 24 272	A 24 272
Operating cash flow					\$ 26,643					\$ 31,072	-	\$ 31,072
CapEx (000s)	_	20.00/			\$(15,000)						\$ (10,000)	
Tax / tax rate (in 000's)	@	30.0%			\$ -	\$ -	\$ (6,322)	\$ (6,322)	\$ (6,322)	\$ (6,322)	\$ (6,322)	\$ (6,322)
Free cash flow					\$ 11,643	\$ 21,072	\$ 14,750	\$ 14,750	\$ 14,750	\$ 14,750	\$ 14,750	\$ 14,750
Cash flow discount rate		9.0%			-	1	2	3	4	5	6	7
PV of cash flow					\$ 11,643	\$ 19,332	\$ 12,415	\$ 11,390	\$ 10,450	\$ 9,587	\$ 8,795	\$ 8,069
Total current cash flow			\$ 91,681	\$ 0.57 per share								
Shares outstanding			162,073	+ -10. pc. 5.10/c								
NAVPS			\$ 0.57									
			_				_					

Source: Rodman & Renshaw estimates.

Cusion C			Exhibit 3:	Cusi I	VAV						
Silver grade (g/f)				2017	2018	2019	2020	2021	2022	2023	2024
Silver grade (g/f) Siver recovery Siver recovery Silver production (v) Silver production	<u>Cusi Mine</u>										
Sive production (oz)	Tonnes ('000s)			216	216	216	216	216	216	216	216
Sive production (oz) Similar production											
Silver production (col) Silver productio											
Same price Same part Sam	•										
Lead recovery (%) Lead production (1000s lbs) Lead production (100s lbs) Lead produ											
Lead production (1000s lbs) Lead production (1000s lbs) Lead production (1000s lbs) Lead production (1000s lbs) Lead price \$ 1,000 \$	Silver price			\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00
Lead production (1000s lbs) Lead production (1000s lbs) Lead production (1000s lbs) Lead production (1000s lbs) Lead price \$ 1,000 \$	Load			1 /10/	1 494	1 4%	1 /10/	1 4%	1 /10/	1 494	1 /19/
Second production (***)											
Sample S	* * *										
Silver Equivalent 224 22											
Gold grade (g/t)	•										
Cold recovery	,										
Cold production (oz) Cold price Cold p	Gold grade (g/t)			0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25
Silver Equivalent Sil	Gold recovery			65%	65%	65%	65%	65%	65%	65%	65%
Silver Equivalent	Gold production (oz)			1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1
	Gold price			\$1,300	\$1,300	\$1,300	\$1,300	\$1,300	\$1,300	\$1,300	\$1,300
Sinc recovery (%)	Silver Equivalent			73	73	<i>7</i> 3	73	73	73	73	73
Since recovery (%) Carbon (1000s lbs) Carbon											
	. ,										
Since Sinc	* * *										
Total Silver Equivalent (000s oz) 1,297					-						
Total Silver Equivalent (000s oz) 1,297 1	•			•			-		-	-	-
Revenue in '000s \$ Revenue from Silver \$ 17,500 \$ 1,467 \$ 1,467 \$ 1,467 \$ 1,467 \$ 1,467 \$ 1,467 \$ 1,467 \$ 1,467 \$ 1,467 \$ 1,467 \$ 1,467 \$ 1,467 \$ 1,467 \$ 1,467 \$ 1,467	Silver Equivalent			125	125	125	125	125	125	125	125
Revenue from Silver Revenue from Ead Revenue from Gold Revenue from Gold Revenue from Zinc S 2,500 \$ 2	Total Silver Equivalent (000s oz)			1,297	1,297	1,297	1,297	1,297	1,297	1,297	1,297
Revenue from Silver Revenue from Ead Revenue from Gold Revenue from Gold Revenue from Zinc S 2,500 \$ 2	Revenue in '000s \$										
Revenue from Gold				\$ 17,500	\$ 17,500	\$ 17,500	\$ 17,500	\$ 17,500	\$ 17,500	\$ 17,500	\$ 17,500
Revenue from Zinc Gross Revenue \$ 2,500 \$ 2,	Revenue from Lead			\$ 4,480	\$ 4,480	\$ 4,480	\$ 4,480	\$ 4,480	\$ 4,480	\$ 4,480	\$ 4,480
Second S	Revenue from Gold			\$ 1,467	\$ 1,467	\$ 1,467	\$ 1,467	\$ 1,467	\$ 1,467	\$ 1,467	\$ 1,467
Smelting, Refining etc Charges @ 18.0% \$ (4,671) \$ (1,071) Cash (ost) per Ageq or \$ (1,000) \$ (1,000) \$ (1,000) \$ (1,000) \$ (1,156) \$ (1,156) \$ (1,156) \$ (1,156) \$ (1,156) \$ (1,156) \$ (1,156) \$ (1,156) \$ (1,156) </td <td>Revenue from Zinc</td> <td></td> <td></td> <td>\$ 2,500</td>	Revenue from Zinc			\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500
Net Revenue \$ 21,277	Gross Revenue			\$ 25,947	\$ 25,947	\$ 25,947	\$ 25,947	\$ 25,947	\$ 25,947	\$ 25,947	\$ 25,947
Cash cost per AgEq oz Total Operating Cash Cost S 10.00 \$ 10.	Smelting, Refining etc Charges	@	18.0%	\$ (4,671)		\$ (4,671)	\$ (4,671)			\$ (4,671)	\$ (4,671)
Total Operating Cash Cost \$ 12,974 \$ 12	Net Revenue			\$ 21,277	\$ 21,277	\$ 21,277	\$ 21,277	\$ 21,277	\$ 21,277	\$ 21,277	\$ 21,277
Total Operating Cash Cost \$ 12,974 \$ 12											
Operating cash flow CapEx (000s) \$ 8,303 \$ 1,500 \$ 1,156 \$ 1,156 \$ 1,156 \$ 1,156 \$ 1,156 \$ 1,156 \$ 1,156 \$ 1,156 \$ 1,156 \$ 1,156 \$ 1,156 \$ 1,156 \$ 1,156 \$ 1,156 \$ 1,156 \$ 1,156 \$ 2,147 \$ 2,147 \$ 2,147 \$ 2,147 \$ 2,147 \$ 2,147 \$ 2,147 \$ 2,147 \$ 2,147 \$ 2,147 <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>											
CapEx (000s) Tax / tax rate (in 000's) @ 35.0% 3 years of tax loss carryforwards in Mexico \$ (5,000) \$ (5	Total Operating Cash Cost			\$ 12,974	\$ 12,974	\$ 12,974	\$ 12,974	\$ 12,974	\$ 12,974	\$ 12,974	\$ 12,974
CapEx (000s) Tax / tax rate (in 000's) @ 35.0% 3 years of tax loss carryforwards in Mexico \$ (5,000) \$ (5	Operating cash flow			\$ 8303	\$ 8303	\$ 8303	\$ 8303	\$ 8303	\$ 8303	\$ 8302	\$ 8 303
Tax / tax rate (in 000's) @ 35.0% 3 years of tax loss carryforwards in Mexico \$ (1,156) \$ (1,15											
Operating cash flow \$ 3,303 \$ 3,303 \$ 2,147 \$		35.0%									
Cash flow discount rate 10.0% - 1 2 3 4 5 6 7 PV of cash flow \$14,807 \$ 0.09 per share Shares outstanding 162,073	Tax / tax rate (111 000 3)	33.070	5 years or tax ross carr	yrorwaras	III WICKICO	ŷ (1,150)	ŷ (1,150)	ŷ (1,150)	ŷ (1,150)	ŷ (1,150)	y (1,150)
PV of cash flow \$ 3,303 \$ 3,003 \$ 1,774 \$ 1,613 \$ 1,466 \$ 1,333 \$ 1,212 \$ 1,102 Total current cash flow \$14,807 \$ 0.09 per share \$ 1,212 \$ 1,212 \$ 1,102	Operating cash flow			\$ 3,303	\$ 3,303	\$ 2,147	\$ 2,147	\$ 2,147	\$ 2,147	\$ 2,147	\$ 2,147
PV of cash flow \$ 3,303 \$ 3,003 \$ 1,774 \$ 1,613 \$ 1,466 \$ 1,333 \$ 1,212 \$ 1,102 Total current cash flow \$14,807 \$ 0.09 per share > 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5	Cash flow discount rate	10.0%		-	1	2	3	4	5	6	7
Total current cash flow \$14,807 \$ 0.09 per share Shares outstanding 162,073				\$ 3,303				\$ 1,466			\$ 1,102
Shares outstanding 162,073											
	Total current cash flow	\$14,807	\$ 0.09 per share								
NAVPS \$ 0.09											
	NAVPS	\$ 0.09									

Source: Rodman & Renshaw estimates.

Asset	Value per share
Yauricocha US\$	\$1.15
Bolívar US\$	\$0.57
Cusi US\$	\$0.09
Cash in US\$	\$0.26
Debt in US\$	-\$0.49
Total NAVPS in US\$	\$1.58
Total NAVPS in C\$	\$2.11
2017E CFPS C\$	\$0.50
Multiple	12.0
CFPS valuation C\$	\$6.03
Blended valuation	\$4.07

Important Disclaimers

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RETURN ASSESSMENT

Market Outperform (Buy): The common stock of the company is expected to outperform a passive index comprised of all the common stock of companies within the same sector.

Market Perform (Neutral): The common stock of the company is expected to mimic the performance of a passive index comprised of all the common stock of companies within the same sector.

Market Underperform (Sell): The common stock of the company is expected to underperform a passive index comprised of all the common stock of companies within the same sector.



Investment Banking Services include, but are not limited to, acting as a manager/co-manager in the underwriting or placement of securities, acting as financial advisor, and/or providing corporate finance or capital markets-related services to a company or one of its affiliates or subsidiaries within the past 12 months.

Distribution of Ratings Table as of March 31, 2017											
			IB Se	rvice/Past 12 Months							
Ratings	Count	Percent	Count	Percent							
Buy	215	93.07%	69	32.09%							
Neutral	15	6.49%	3	20.00%							
Sell	0	0.00%	0	0.00%							
Under Review	1	0.43%	1	100.00%							
Total	231	100%	73	31.60%							

I, Heiko F. Ihle, CFA and Jake Sekelsky, certify that 1) all of the views expressed in this report accurately reflect my personal views about any and all subject securities or issuers discussed; and 2) no part of my compensation was, is, or will be directly or indirectly related to the specific recommendation or views expressed in this research report; and 3) neither myself nor any members of my household is an officer, director or advisory board member of these companies.

None of the research analysts or the research analyst's household has a financial interest in the securities of (including, without limitation, any option, right, warrant, future, long or short position).

As of February 28, 2017 neither the Firm nor its affiliates beneficially own 1% or more of any class of common equity securities of Sierra Metals, Inc..

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