

WAVERLEY GATEWAY GUIDE

Connecting International Capital with Emerging & Frontier Markets

ECUADOR

America South

Dialogue | Trust | Partnership

office@lordwaverley.com

www.lordwaverley.com

WHERE AND HOW TO ENTER

KEY INVESTMENT LOCATIONS

Location / Region	Strategic Importance	Priority Sectors
Quito	Political and administrative capital, now also seeing a rising share of the country's violence as it shifts geographically	Government relations, financial services, corporate headquarters
Guayaquil	Ecuador's economic and port capital and the historic epicenter of cartel-linked violence, though homicides have begun easing here even as they rise elsewhere	Port logistics, commerce, manufacturing
Manta	Pacific port and former US anti-drug-flight base site; reactivation of foreign basing was constitutionally blocked by the November 2025 referendum	Port logistics, fisheries, trade
Zamora-Chinchipe / Morona Santiago copper belt	Home to the Mirador mine expansion, the Warintza copper project and San Carlos Panantza, anchoring Ecuador's emerging copper franchise	Copper mining and exploration
Azuay (Cuenca / Loma Larga)	Gold-copper project that has cleared a Constitutional Court ruling, a potential precedent for other contested mining sites	Gold and copper mining
Orellana / Sucumbíos (Amazon oil basin)	Home to the Sacha field, Ecuador's largest, currently at the center of a contested and possibly collapsing operator deal	Oil exploration and production
El Oro province (Cangrejos gold project)	Major gold project being acquired by CMOC, targeting 2026-2027 production	Gold mining

INVESTOR ENTRY ROUTES

- Mining investment in the copper and gold belt (Mirador expansion, Warintza, San Carlos Panantza, Loma Larga, Cangrejos) ahead of the mining cadastre's targeted 2026 reopening after an 8-year closure
- Oil sector investment contingent on the resolution of the Sacha field/Sinopetrol consortium dispute and broader upstream policy clarity
- Commerce and agribusiness investment riding the sectors leading Ecuador's Q1 2026 FDI surge
- Manufacturing investment benefiting from Ecuador's dollarized economy and IMF-backed macroeconomic stability
- Port and logistics investment via Guayaquil and Manta
- Financial and business-services investment in Quito, leveraging the rare current alignment between the executive and a slim governing-party majority in the National Assembly

MARKET-ENTRY OBSERVATION

President Daniel Noboa, reelected in April 2025 with 55.6% of the vote and now benefiting from a rare alignment with a slim governing-party majority in the National Assembly, suffered a significant political setback on November 16, 2025, when voters rejected

all four questions in his constitutional referendum - including lifting the ban on foreign military bases (60.3% No), ending state funding for political parties (57.8% No), cutting Assembly seats (53.2% No), and convening a constituent assembly to rewrite the 2008 Constitution (over 61% No) - on roughly 80% turnout. The result closes the constitutional door to reactivating the US anti-drug base at Manta and blocks Noboa's push to rewrite a constitution he considers too protective of criminals, though he retains roughly 56% approval and a term running to 2029.

Ecuador's economic story remains genuinely more constructive. A \$4 billion IMF program is addressing a \$4.6 billion budget deficit, the dollarized economy and low inflation continue to underpin investor confidence, and foreign direct investment rose 85% year-on-year in the first quarter of 2026 to US\$431.5 million, led by commerce, agriculture and manufacturing. The mining sector has particular momentum - Noboa's reelection and legislative alignment are seen as the sector's best opening in years, with projects including Mirador's expansion, Warintza, Loma Larga (which cleared a Constitutional Court ruling), El Domo (under construction) and Cangrejos (targeting 2026-2027 production) advancing as the long-closed mining cadastre targets a 2026 reopening. The oil sector is more troubled: Noboa's flagship deal handing the Sacha field, Ecuador's largest, to a Sinopetrol consortium has drawn bipartisan criticism over the lack of open bidding, prompted the finance minister's resignation, and now faces a nearly impossible entry-bonus deadline that some analysts believe Noboa is using to engineer the deal's collapse.

INVESTOR RISK & MARKET ACCESS

KEY ENTRY BARRIERS

Issue	Potential Impact	Possible Mitigation
Referendum rejection of the reform agenda	Voters rejected all four of Noboa's constitutional referendum questions in November 2025, including a new constitution and foreign military bases, constraining his ability to reshape the legal and security framework	Track which parts of the security and governance agenda Noboa pursues through ordinary legislation instead
Persistent, geographically shifting gang violence	Ecuador remains under an officially declared internal armed conflict against cartels since January 2024; national homicides fell roughly 12% in Q1 2026, but violence is shifting toward Quito/Pichincha even as it eases in Guayaquil, prompting new curfews	Assess security conditions at the specific city/province level rather than relying on national-level trend data
Troubled flagship oil-sector deal	The Sacha field deal with a Sinopetrol consortium has drawn cross-party criticism over its no-bid award, cost a finance minister his job, and faces a near-impossible entry-bonus deadline that could collapse it	Treat the Sacha/Sinopetrol deal as unresolved and avoid structuring oil-sector entry around its current terms
Mining cadastre still closed	Ecuador's mining concessions cadastre has been closed since 2018, with a 2026 reopening targeted after missing an original 2024 deadline	Track the cadastre reopening timeline closely before planning new (as opposed to existing) mining concessions
Fiscal constraints under the IMF program	A \$4.6 billion budget deficit and the conditions of the \$4 billion IMF program constrain near-term government spending flexibility	Monitor IMF program compliance and fiscal-reform developments before committing to government-linked projects
Indigenous and community opposition to mining projects	Projects such as Warintza face objections from Indigenous groups and NGOs over consultation transparency and local benefit-sharing	Engage in genuine community consultation processes and monitor project-specific social-license risk
Small, commodity- and trade-exposed economy	Ecuador's economy remains exposed to global commodity cycles and US trade conditions, with limited policy buffers beyond dollarization itself	Build conservative macro assumptions reflecting Ecuador's structural exposure to external shocks

INVESTOR RISK NOTE

Waverley views Ecuador as a genuinely improving mining and macro story - rare executive-legislative alignment, IMF-backed stability, and real momentum across several major copper and gold projects - sitting alongside an ongoing internal conflict against cartel violence, a significant referendum setback for President Noboa's reform agenda, and a troubled flagship oil deal. Entry should lean toward the mining sector's clearer momentum while treating the oil sector and the broader security situation as genuinely unresolved.

MARKET ACCESS

Ecuador's fully dollarized economy eliminates currency risk for investors, it sits on the Pacific as a trade gateway, participates in Andean Community frameworks, holds bilateral investment-protection agreements with Canada, Chile and Switzerland, and is working to reopen its mining concessions cadastre in 2026 after an eight-year closure.

WHO SHOULD THE INVESTOR MEET?

INSTITUTIONAL LANDSCAPE

Actor	Why It Matters	Waverley Engagement Angle
Office of the President (Noboa administration)	Sets the overall reform, security and economic agenda, now operating with a slim National Assembly majority but a weakened hand after the referendum defeat	Primary reference point for the administration's evolving policy direction
Ministry of Energy and Mines	Leads the mining cadastre reopening and oversees the Sacha field/Sinopetrol dispute	Primary point of engagement for both mining and oil sector investment
Petroecuador	State oil company producing roughly 80% of national output	Primary channel for oil sector partnerships and data
Ministry of Economy and Finance / IMF program office	Manages the \$4 billion IMF program addressing Ecuador's fiscal deficit	Reference point for verifying fiscal-program compliance and conditions
National Assembly	Holds a slim ADN governing-party majority, now central to any legislative (as opposed to constitutional) reform path after the referendum defeat	Monitor for legislative alternatives to the blocked constitutional agenda
Armed Forces and National Police	Lead the officially declared internal armed conflict against cartel-linked gangs since January 2024	Monitor for security-operation developments relevant to specific regions
ProEcuador	National investment and export promotion agency	First point of contact for foreign-investment facilitation and data verification

CURRENT INTERNATIONAL BUSINESS CHANNELS

Most inbound capital flows through ProEcuador-facilitated investment promotion, Ministry of Energy and Mines engagement for mining-cadastre and oil-sector matters, Petroecuador-coordinated upstream partnerships, and direct engagement with the Ministry of Economy and Finance on IMF-program-linked fiscal matters.

INVESTOR PROFILE BEST SUITED

Best suited to mining investors targeting Ecuador's advancing copper and gold project pipeline, agribusiness and commerce investors riding the current FDI surge, and manufacturing investors valuing dollarization-driven currency certainty. Less suited to investors requiring near-term oil-sector clarity or low exposure to shifting security conditions.

FROM INTELLIGENCE TO ENGAGEMENT

STEP 1: Confirm sector fit

Decide between mining, oil and gas, agribusiness/commerce, manufacturing or logistics investment.

STEP 2: Engage the relevant sector institution

Open discussions with the Ministry of Energy and Mines, Petroecuador, or ProEcuador depending on sector focus.

STEP 3: Track the mining cadastre reopening

Monitor the 2026 cadastre reopening timeline before planning new mining concessions.

STEP 4: Monitor the Sacha field/Sinopetrol dispute

Track the entry-bonus deadline and broader oil-sector policy developments before any upstream commitment.

STEP 5: Assess city/province-level security conditions

Evaluate current security conditions specifically in Quito/Pichincha and Guayaquil given their diverging violence trends.

WAVERLEY'S ROLE

- Track the mining cadastre reopening timeline and the progress of key copper and gold projects
- Monitor the Sacha field/Sinopetrol dispute and broader oil-sector policy direction
- Coordinate introductions to the Ministry of Energy and Mines, Petroecuador and ProEcuador for sector-specific entry
- Screen mining, agribusiness and manufacturing opportunities against current security and fiscal-program conditions

INVESTOR CALL TO ACTION

Waverley Gateway positions investors to capture Ecuador's advancing mining-sector momentum and dollarization-backed macro stability, while explicitly tracking the ongoing cartel-conflict security situation and the troubled Sacha oil-field deal - engage now to secure early positioning ahead of the 2026 mining cadastre reopening.

Sector screening -> Security and policy due diligence -> Institutional introductions -> Structured entry

WAVERLEY INVESTOR INTELLIGENCE & OPPORTUNITY PIPELINE

Near-term opportunities concentrate in copper and gold mining investment ahead of the 2026 cadastre reopening (Mirador, Warintza, Loma Larga, Cangrejos), agribusiness and commerce investment riding the current FDI surge, and manufacturing investment benefiting from dollarization, with oil-sector investment contingent on the Sacha field dispute's resolution.

POSITIONING

Ecuador offers a genuinely improving mining and macro investment story - rare executive-legislative alignment, IMF-backed fiscal support, dollarization-driven currency certainty, and real momentum across a multi-project copper and gold pipeline.

That improving story sits alongside an ongoing internal conflict against cartel-linked violence, a significant referendum setback for the president's reform agenda, and a troubled flagship oil-sector deal. Waverley frames Ecuador as a genuine mining-led opportunity best entered with active tracking of the cadastre reopening and the security situation, while treating the oil sector as unresolved.

SELECTED SOURCES

- Diario Las Américas, "Ecuadorianos Rechazan Nueva Constitución y el Retorno de Bases Militares Extranjeras, un Revés para Noboa," November 2025
- El Comercio, "Inversión Extranjera Directa en Ecuador Creció 85% y Alcanzó \$431.5 Millones en 2026," 2026
- Crux Investor, "Noboa's Reelection Signals Green Light for Ecuador's Mining Sector," May 2025
- Yahoo News / Bloomberg, "Ecuador President's Oil-Revival Plan Crumbles as Election Looms," 2026
- Expreso, "Ecuador Registra un Descenso del 12% de Asesinatos en el Primer Trimestre de 2026," 2026