

AIMEX 2011
Sydney 7 September 2011



Mining Innovations: ***Made in Australia***



Challenges of future mining



Unprecedented demand driven by the needs of emerging economies

Mature ore bodies and fewer tier one surface deposits being discovered

Inevitable migration from surface to underground operations

Lower grades with longer haul distances combined with massive volume demand

Next generation ore bodies bringing inherently complex mineralization.

Stakeholders demanding less environmental impact from our operations

Carbon constrained future framed by the context of Global warming

Structurally higher energy prices and possibly real energy constraints

Future being different from the past in some fundamental, unavoidable ways.



- The MTS sector has had an excellent period of growth since the last Austmine Conference in 2009
- Exports of members have accelerated and we believe that the total value of exports (members and non members) is in excess of \$4 billion
- Development of mining opportunities continues to grow across the globe, but particularly in the previously ignored geographies in more remote locations



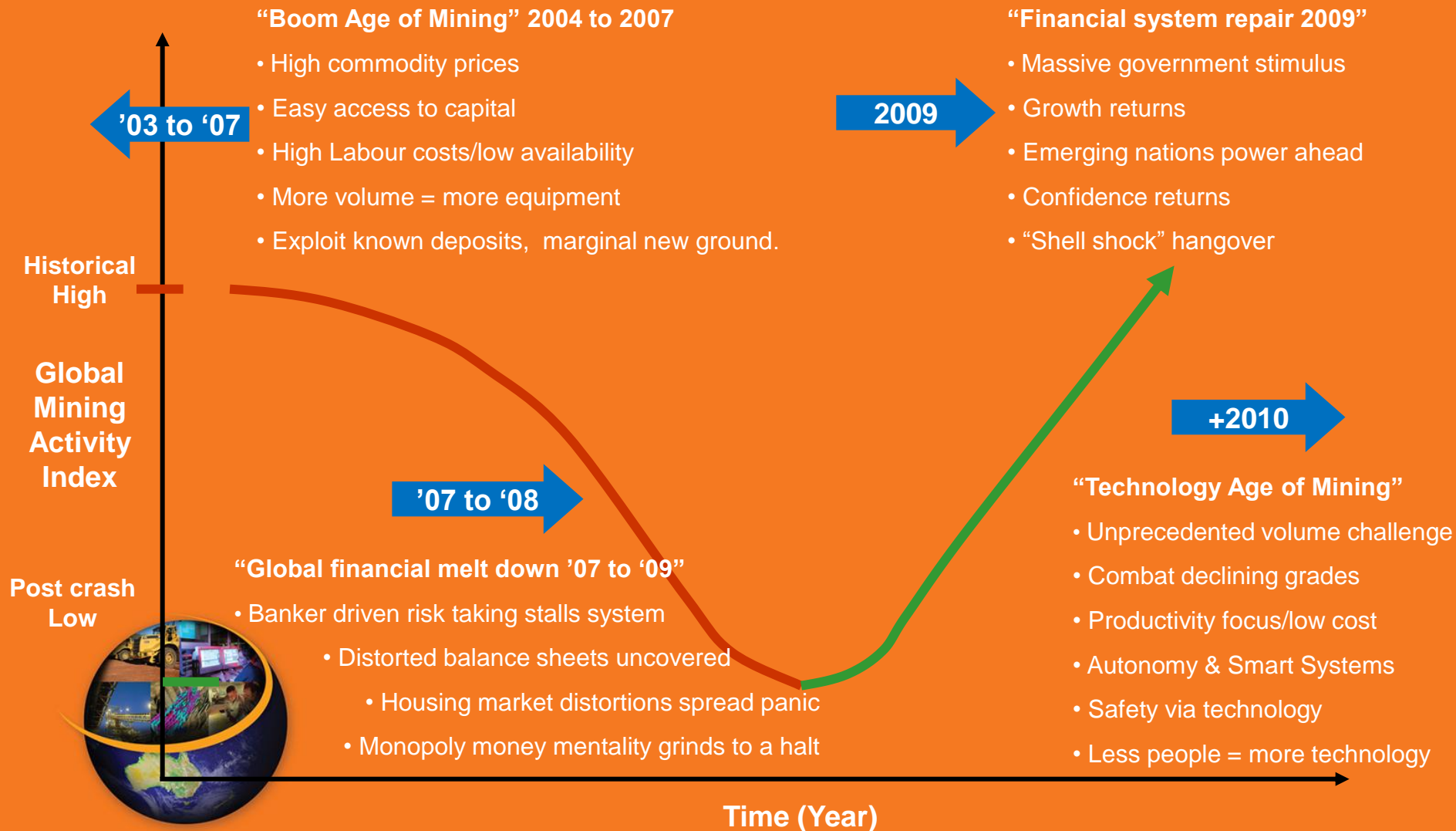
- The demand for resources continues to expand in China, India, Russia, the FSU, Brazil and smaller emerging economies
- This is driving the demand for Mining Technologies like never before, particularly in the areas of exploration, mine development tools, automation and communication, and advanced mineral processing
- ALL economic predications continue to emphasise the probability of an ongoing Supercycle in the demand for resources



- We believe the coming three years will see the highest ever demand for resources and therefore technologies to find, mine and process these commodities and convey them to market safely with the highest level of productivity.



Out of Crisis the Emergence of the “Technology Age of Mining”





Who we are...

Austmine Ltd

Australian Export Association of Mining Equipment, Technology and Services

- Established in 1989
- Some 120 member companies across Australia
 - Exporting over \$6 billion to over 70 countries
 - World's leaders in mining innovation
- Champion productivity, cost-efficiency, safety and environment
- Cost-effective marketing support to the global mining network
 - Internationally recognised brand

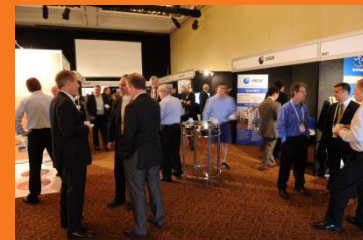
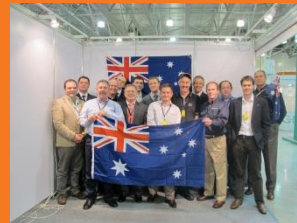
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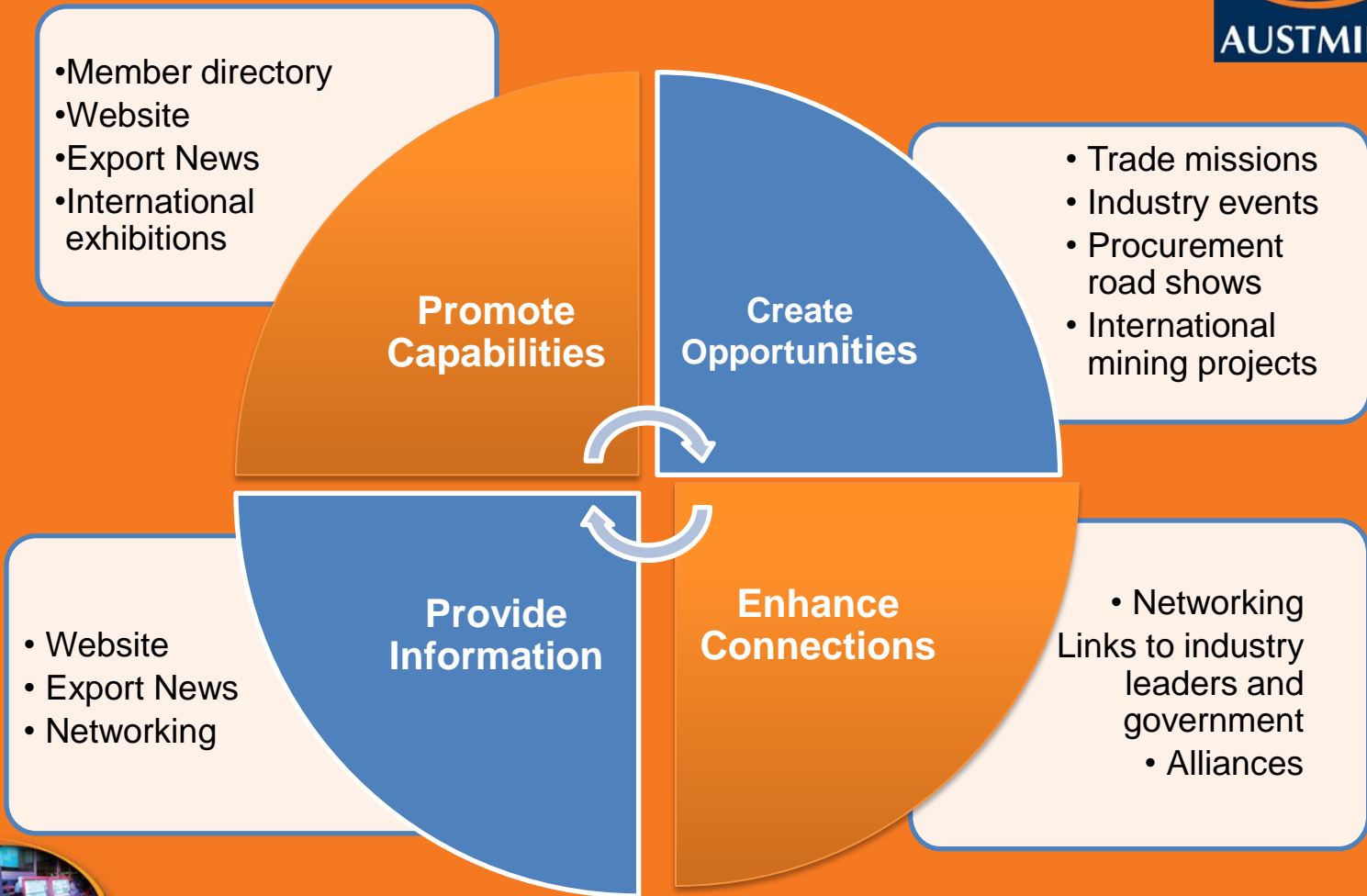
Australia – The world's number one supplier of smart, innovative mining equipment, technologies and services



What we do...

- Publish the annual Austmine Directory
 - Promote members' capability online
- Quarterly ExportNews and online Austmine eNews
 - *Austmine Networking Series*
- Biennial *Austmine Conference & Exhibition*
- Database of information on projects, companies, markets
- Trade missions to overseas exhibitions and mine site visits
 - Networking platform in Australia and globally
- Influence governments and relevant stakeholders in Australia and beyond







Our Members: a snapshot





AUSTRALIAN MINING EQUIPMENT TECHNOLOGY AND SERVICES DIRECTORY Twelfth Edition





EXPORT NEWS

AUSTRALIAN MINING EQUIPMENT TECHNOLOGY & SERVICES

Issue 3: November / December 2007

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Austmine

What is Austmine?

Austmine is the Australian mining industry export association comprising companies dedicated to supplying the very best in innovative, cost efficient and practical technologies as well as services to mining operations worldwide.

Austmine membership

Organisations interested in finding out more about what the Austmine membership has to offer are invited to contact the Austmine Executive Officer, Robert Trzaski at:

140 Arthur Street
North Sydney
NSW 2060 Australia
Phone: +61 2 9458 7393
Fax: +61 2 950 8914
robert.trzaski@austmine.com.au
or visit the Austmine website
www.austmine.com.au

www.austmine.com.au



EXPORT NEWS

AUSTRALIAN MINING EQUIPMENT TECHNOLOGY & SERVICES

Issue 2: January 2009

Chile MoU firms growth pact

A new era of co-operation between Australia and Chile on the exchange of mining expertise, innovation and technology is underway after Austmine and Minesport Chile AG signed a Memorandum of Understanding at the recent Asia Pacific International Mining Exhibition (AIMEX) in Sydney.



Signing of the MoU in Sydney on 4th September 2007.

Left to right: Hon. Minister of Resources, Energy and Tourism, Australian Government, Dr. Carlos Casanueva, Chairman of Minesport Chile A.G., Austmine Chairman, Alan Brown.

Austmine Chairman, Alan Brown.

Part of a broader co-operative trade framework established between Australia and Chile, the Austmine-Minesport MoU is expected to provide a basis for greater interaction on

innovation, financial services, tourism and education in Latin America, are based in Chile.

Austmine Chairman Alan Brown says stronger transport and shipping links and the growing



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Issue 12: April 2011

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Suite 601, 40 William Street
Sydney South
NSW 2155 Australia
Phone: +61 2 9507 4600
Fax: +61 2 9460 7472
robert.trzaski@austmine.com.au
or visit the Austmine website
www.austmine.com.au

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Major new chapter begins for Austmine

A NEW era for Austmine has begun with a revamped administration and board, and even a change of head office. With a five-year goal to more than double the current membership, the representative body for Australia's multi-billion-dollar mining technology and services industry is determined to lift the veil on one of the country's unexplored export success stories.

Working at home, but perhaps not alone, is visiting Malaysian prime minister Abdullah Ahmad Badawi during his visit to Australia in February. Mr. Badawi and Mengelha, like Australia, had strong interests and energy export projects. When a linked was Australian world-class mining technologies have been and innovative service companies.

"We are recognised worldwide as a leader, first in the best places in the world for mining technology and innovation, and we're determined to further raise the profile of Australia's mining technology and services sector internationally," said Alan Brown, chairman of Austmine.

The representative organisation has more than 120 of Australia's leading MT&S companies. Austmine has in recent months established an independent administration and has appointed in Sydney and is finalising a new member survey to see how it policy and strategic options for the next five years. The strong growth in our membership in the past few years has given us greater

financial independence and really we Austmine as a new brand," said Chairman Carlos Casanueva, who says energy 80 per cent in Australia's new administration. Gekko's Brown spent 10 years with the NSW Business Chamber and has worked for about 25 years in exporting and international business. Prior to that he has worked in the United States for an export management firm.

"It's an exciting time for Austmine - I think the important thing right now is to watch the space," he said.

Robert Trzaski, Executive Officer of Austmine, said "we've had a mandate for the organisation and its members, with the opening of the Trade Agreement Austmine 2011 conference and exhibition in Brisbane, Queensland, set to showcase the MT&S sector internationally and Australian visitors, and trade relations to Spain, Mozambique, Kazakhstan and Brazil through the top 100 industry representatives to promotional events to some of the world's top mining technology growth markets.

"We are currently engaged with members to decide the regional emphasis for promotion and trade missions for the next five or six years."

Trzaski said "That's why South America, Africa and Central Asia will be major growth markets for mining technology and services in this period and beyond. Our members have forged close contacts with some of the largest mining companies operating in those regions and a number of significant relationships have formed."

Apart from Trzaski, Brown, Australian Sydney-based management team has welcomed marketing and events manager Kim Robinson, and office manager Louise Nelson. The new office is in the heart of the city at 40 William Street. Recently appointed newcomers to the Austmine board are Queensland-based Russell Mineral



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Issue 7: January 2009

Austmine members win national export awards



Fast growing Queensland company Russell Mineral Equipment, leading software developer Micromine and specialist pump maker Sykes Group were the Austmine members recognised at the 2008 Australian Export Awards in Melbourne in December.

The minister for trade Simon Crean and guest of honour, prime minister Kevin Rudd presented Russell Mineral Equipment (RME) with the Caterpillar Australian Made Large Advanced Manufacturer Award, a category in which Sykes was also recognised. Micromine was a national finalist in the Information and Communication Technology category.

A mining industry technology company, RME's key achievement has been the development of a globally recognised suite of grinding mill rotating technologies which have revolutionised plant efficiencies at hard-rock, metalliferous mines around the world. The company claims to have achieved 100% market penetration in the niche and, according to founder and managing director John Russell, continues to identify new technology solutions for other problems in mineral processing industries.

"This award reflects RME's innovative culture, world class products, commitment to quality, and recognition by our international market as being the premier supplier of grinding mill technologies and services," Russell said.

"There are many unidentified and unmet needs in the mining industry sector," Russell said. "In

developing our Mill Rotating Machines, our focus was on the process of replacing wear parts within grinding mills. We wanted to make it quicker and safer, and to improve overall plant availability."

Sykes Group, a Cardiff based manufacturer of auto prime dewatering pumps, won the Large Advanced Manufacturer Award at the 2008 Premier's NSW Export Awards, earning its place in the national award nominations.

"We are proud to be a Hunter [region] business, assisting to create jobs and economic growth in our fast growing region," said Sykes managing director Jon Collins.

"Sykes Group was recognised... from a strong field of competitors and I believe this is testament to our engineering team who continue to provide our customers with cutting edge pump technologies, keeping Sykes at the forefront of our market and our factory who manufactures our products to the highest quality. Sykes has a strong team of people working for the organisation who are passionate about finding dewatering solutions to meet our customer needs and we plan to continue this well into the future."

Micromine has offices in 12 countries and operates in 70. The company meets the challenge of ongoing change in the mining industry by investing heavily in research and development.

"We have consistently maintained that investment at about 30% of annual revenue," said managing director Graeme 'Gale' Ulmer.

"Our products are recognised as being vital drivers of productivity, safety and transparency across the whole mine development and production cycle, which is a long way from where we started as a small exploration software firm more than 20 years ago."

Contact: ah@australiaexport.com.au

17 - 19 May 2011 Brisbane Australia www.austmine2011.com

AUSTMINE 2011 INTERNATIONAL CONFERENCE & EXHIBITION

MINING INNOVATIONS - MADE IN AUSTRALIA

Alliance Partners





Outlook 2011 and beyond...

- *Austmine Networking Series 2011* in Brisbane, Melbourne, Wollongong, Newcastle, Perth... for more info visit www.austmine.com.au
- Mission to Uzbekistan and Kazakhstan, *Mining World Central Asia Expo* 12-23 September
 - Mission to Brazil following Expomin (Chile) – April 2012
- In 2012 missions to Ghana / Guinea, Russia, Mongolia, MinExpo (USA)
 - 13th Edition of Austmine Directory, February 2012
 - Austmine 2013 Conference & Exhibition in Perth?



Austmine Survey

Top export markets in \$ terms	Expanding in 12-24 months	Markets with high barriers	Austmine should focus on
Indonesia South Africa USA China Canada	South America Africa China Brazil Mongolia	Brazil India Russia China Asia	Latin America Africa Asia China Russia

Austrade Survey - Austmine results Austrade survey – overall results

Current export markets	Expanding in 2 years	Current export markets	Expanding in 2 years
South Africa Indonesia Chile USA New Zealand	China/ Argentina Mongolia South Africa Russia/Thailand/USA/ Ghana	Indonesia New Zealand South Africa PNG USA	Brazil Chile China Indonesia Malaysia

Latin America Focus



2007: Signing of MOU with Minexport Chile A.G.

2008: Austmine mission to Vale's iron ore and copper operations in northern Brazil

2009/2010: Global Opportunities (GO) program funded by Austrade which focused on the emerging opportunities in Peru's and Colombia's mining sectors



2010: 1st Australian Pavilion at *Colombia Minera* in Medellin, Colombia and signing of MOU with Asomineros

2012: 2nd Mission to Vale's iron ore and copper operations in northern Brazil following Expomin in Chile – April 2012



Continue work in Colombia and add Mexico to portfolio in 2012/13



Technology Age of Mining:
Australia leads the world....

THANK YOU!

www.austmine.com.au

