

International Event

## ozmine2012: Australia's Key Mining Event in ASEAN

Now in its sixth year, **ozmine** is well established as the eminent Australian mining exhibition and conference in ASEAN, hosted in Jakarta, Indonesia.

### What you need to know about **ozmine2012**

Organised by Austrade, the **ozmine conference** brings together key Indonesian, Australian and ASEAN industry and government players to identify and discuss major trends, opportunities and challenges in the mining industry. The **ozmine exhibition** showcases the capabilities of Australian mining and METS companies to a broad and diverse international mining audience.

In 2011, approximately 100 Australian organisations exhibited at **ozmine** and the event attracted more than 2,000 trade and industry visitors. We anticipate that **ozmine2012** will attract an even greater number of attendees due to its strong brand recognition in Indonesia and across ASEAN as an influential mining industry initiative.

### Why you should participate

**ozmine2012** gives Australian mining and METS companies the opportunity to promote and profile their products and services to a carefully targeted group of potential business partners from the mining sector in Indonesia and from across ASEAN. Our track record shows that **ozmine** attracts high-quality and influential buyers, service providers, seminar speakers, government officials and industry leaders.

As an exhibitor and participant you will:

- Meet and develop relationships with pre-qualified industry and government mining professionals from Indonesia and key ASEAN markets
- Develop a richer understanding of the Indonesian and ASEAN mining sectors via delivery of market insights from prominent local experts
- Establish profile and strategically position your products and services in Indonesia and in ASEAN markets
- Capture business in Indonesia by showcasing your unique capability in specialist sub-sectors of the mining industry
- Receive on-the-ground assistance from Austrade and tailored advice on how to operate successfully in Indonesia and key ASEAN markets.



### Important information

Date	16-18 April 2012
Location	Jakarta, Indonesia
<b>Apply by</b>	<b>15 February 2012</b>

### Who should attend?

Australian businesses in:

- Mineral exploration, production and processing equipment
- Mining dedicated software and technology
- Mining engineering and consulting services
- Mine planning and development
- Mine safety, quality control and environmental services
- Mining equipment maintenance and repair services
- Mining consumables
- Ancillary service providers to the mining sector including education and training

## Market insights

ASEAN has an abundance of mining reserves and most governments across the region are encouraging direct foreign investment in the mining sector. ASEAN is strategically located close to the world's largest users of mining products - China, India, Japan and South Korea - and the region is well positioned to continue to benefit from the strong demand that has been driving up commodity prices.

Australia is already well positioned in mining sector across ASEAN. According to the Register of Australian Mining Interests, there are more than 120 mining projects in ASEAN by Australian publicly listed companies. The vast majority of these are in Indonesia and the Philippines. This number is set to grow as ASEAN countries look to open more mines or upgrade existing ones in an operating environment where there is a growing appreciation of legal obligations, sustainable mining, safety requirements and new technology to increase production and efficiency. There are opportunities for traditional miners as well as mining equipment, technology services (METS) companies

The emergence of free trade agreements allows doing business in ASEAN to be easier. With Indonesia becoming a part of the ASEAN-Australia-New Zealand Free Trade Agreement on 10 January 2012, business people across the region will see real commercial benefits, including extensive tariff reductions and longer term commitments to eliminate tariffs. This process is closely supported by ASEAN's aim to create a single economic community by 2015, which will result in even greater certainty and consistency.

**Indonesia** is one of the most prolific exporters of mining products globally, rating as the second largest exporter of coal (after Australia), second in tin and third in copper. Australian credentials in the mining sector are well recognised in Indonesia and changes in the new Indonesian mining law, including those stipulating that metal processing and facilities must be established by 2014, provide Australian companies with additional opportunity to establish a presence in Indonesia through a joint venture, local registration (PMA) or local distributor.

**The Philippines**, an open cut mining market, has substantial mineral resources, but only 1.4% of the country has been explored. Renewed access for foreign mining investment in 2004 resulted in almost US\$1 billion flowing into the sector. Further investment of several billion dollars in new mines and expansion of existing mines in the next few years are anticipated.

**Vietnam** has significant untapped reserves of both coal and major minerals. The strong Vietnamese economy is driving investment in the coal sector with energy security a key strategic issue. Vietnam has both open cut and underground mines. With new investments, including from Australia, existing mines are slowly modernizing.

In the **Greater Mekong**, Thailand has a growing mining sector and, for the most part, untapped mineral and coal reserves. These markets are opening up to foreign investment with strong interest from junior miners and Cambodia's medium-sized mining companies. Mining is a crucial sector for economic development in both Laos and Cambodia.

“The best mining conference in Indonesia.”

Noke Kiroyan  
Member of Advisory Board for the Indonesian Mining Association

“Thiess always takes the opportunity to support ozmine. It is very beneficial for us in terms of networking and looking for potential work opportunities for the future “

Andy Coles  
Manager Business Development and Estimating, PT. Thiess Contractors Indonesia

## Cost of Participation

Options	Total Cost	Direct Costs	Austrade service fee
Participation Fee	A\$3,710	A\$2,380 includes: <ul style="list-style-type: none"> <li>• Ready-made standard 3 x 3m booth furnished with – 1 reception desk, 2 chairs, 1 waste basket, 2 fluorescent lamps (17-18 April 2012)</li> <li>• Company profile in official exhibitor booklet</li> <li>• Invitation for 2 company representatives to attend <b>ozmine2012</b> conference and <b>ozmine2012</b> networking functions and closing ceremony</li> </ul>	A\$1,330 (7hours @ A\$190 per hour) includes: <ul style="list-style-type: none"> <li>• Co-ordination of participation in <b>ozmine2012</b></li> <li>• Pre-departure briefing on <b>ozmine2012</b></li> <li>• In-market briefing on Indonesian and ASEAN mining markets (16 April 2012)</li> <li>• Pre-show industry briefing in-market</li> <li>• Dedicated Austrade team to assist with introductions to and interactions with key potential business partners</li> <li>• Organisation of networking functions.</li> </ul>

- **DEPOSIT:** Austrade requires a non-refundable 30% deposit for all international events where the value of the package is over \$1,500. The payment term for the deposit amount is 7 days from invoice date. Payment of the deposit reserves your place on the event, but your place is not fully secured until the entire fee is paid. Please refer to the event Terms & Conditions for further detail. Non-payment of the deposit by the applied deadline will result in the forfeit of your reserved place on the event. For packages of \$1,500 or less, full payment is required with payment terms as per the invoice provided.
- The direct stand cost and Austrade service fee form part of the total package and you cannot purchase one without the other.
- You may also be eligible to claim some of your marketing and promotion costs associated with this exhibition through the Export Market Development Grant scheme. For more information visit [www.austrade.gov.au](http://www.austrade.gov.au) or call 13 28 78.

## Apply before 15 February 2012

In order to provide the highest level of service to delegates, places are strictly limited. Apply online at [www.austrade.gov.au/ozmine2012](http://www.austrade.gov.au/ozmine2012) to have our country and industry specialists review your application. If your application is successful we will send you an Event Participation Kit to give you all the information you need to prepare.

If you are considering this tradeshow, Austrade recommends that you consult 'Smartraveller', the Australian Government's travel advisory service, which is available at [www.smartraveller.gov.au](http://www.smartraveller.gov.au). Travel advice is updated regularly on this site.

Please note that Austrade will only work with clients that maintain appropriate business ethics, and demonstrate a commitment to legal obligations including anti-bribery laws, both in Australia and overseas markets.

## Key Austrade contact

If you would like to discuss participating in this trade show, please contact:

### Indonesia

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