



Australian Government  
Australian Trade Commission



## How we helped

Industry Country of Origin Type of Investment	How we helped
<b>RESOURCES</b>	
<p><b>Mining</b> China – commenced 2007 Joint venture/Greenfields</p>	<p>When the world’s largest tin producer was interested in investing in Australia and in a joint venture, we assisted in many ways. We introduced the company to state governments; arranged business meetings with relevant parties, including the Australian partners; worked closely with legal advisors to assist the company with its Initial Public Offering on the Australian Securities Exchange (ASX); provided investment information on nickel, copper, zinc and lead; and facilitated working visa and business applications both in Australia and Ghangzhou.</p> <p><b>RESULT:</b> The joint venture mining company was successfully listed on the Australian Securities Exchange and is pursuing mineral exploration and development projects in Australia, focusing on tin, copper, lead, nickel and zinc.</p>
<p><b>Medium mining company</b> Japan – commenced 2004 Singapore – commenced 2005 Joint venture</p>	<p>We assisted the company by identifying mining and resources sector investment opportunities in Australia, particularly in iron ore, coal, tin and copper. By request, we also clarified the role of Australian Government agencies such as the Foreign Investment Review Board, and arranged for an industry specialist to brief the company in Singapore on local immigration and labour regulations and market skills shortages.</p> <p><b>RESULT:</b> In 2008, the investor signed a significant joint venture agreement with an Australia-based business. This investment has brought forward the program for two northern Queensland mining projects, in tin and base metal. These mines will be fully operational by 2010.</p>
<p><b>Mining</b> Singapore – commenced 2006 Joint venture</p>	<p>We assisted the company by identifying mining and resources sector investment opportunities in Australia, particularly in iron ore, coal, tin and copper. By request, we also clarified the role of Australian government agencies such as the Foreign Investment Review Board, and arranged for an industry specialist to brief the company in Singapore where issues such as immigration, labour and skills shortages were covered.</p> <p><b>RESULT:</b> In 2008, the investor signed a significant Joint Venture agreement with an Australian-based business. This investment has brought forward the program for two northern Queensland mining projects, in tin and base metal. These mines will be fully operational by 2010.</p>



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<p><b>Metals and mining</b> China – commenced 2008 Greenfields</p>	<p>The investor, a large energy company in China, won the tender for exploring an important coal mining allotment in Australia. Austrade provided information about the business environment and investment regulations in Australia, advised on setting up a business in the country, sourced potential business partners and business opportunities, introduced visiting delegations to various State Governments, and arranged and facilitated several site visits.</p> <p><b>RESULT:</b> The energy company has made an initial investment for exploration and will provide additional funds if a lease to mine export quality coal is eventually granted. In this case, the company would also be prepared to invest in transportation infrastructure and to contribute to a local regional community trust.</p>
<p><b>Metals and mining</b> China – commenced 2008 Joint venture /Greenfields</p>	<p>This very large state-owned enterprise, the major steel producer in its region in China, was considering Australia for iron ore investment opportunities. Austrade provided – and continues to provide – the company with iron ore market reports, advice about investment opportunities, and help with visas and support for site visits by company officials.</p> <p><b>RESULT:</b> A joint venture was established. This publicly listed company is focused on the development of a major iron ore project in Western Australia, which includes hundreds of jobs in the state-up phase, and the eventual export of high-quality hematite ore, high-grade magnetite concentrate and blast furnace quality pellets to world markets, in particular to China.</p>
<p><b>Large metals producer</b> China – commenced 2000 Manufacturing reinvestment</p>	<p>The world’s largest tin producer was interested in investing in Australia, potentially through a joint venture. We introduced the company to state governments and arranged business meetings with relevant parties, including possible partners. We also provided investment information relevant to the nickel, copper, zinc and lead industries. Austrade facilitated working visa and business applications both in Australia and Ghangzhou, and worked closely with the company’s legal advisors to assist the company with its Initial Public Offering on the Australian Securities Exchange (ASX).</p> <p><b>RESULT:</b> The joint venture mining company achieved a successful listing. It is now pursuing mineral exploration and development projects in Australia, focusing on tin, copper, lead, nickel and zinc.</p>

## About Austrade

The Australian Trade Commission – Austrade – is the Australian Government’s trade and investment development agency. Through Austrade’s global network we assist Australian companies to succeed in international business and attract productive inward investment into Australia.