

Welcome to ICN's
accessing resources seminar

Paul Currie

GHD

2013 FORMULA 1 ROLEX AUSTRALIAN GRAND PRIX

Wednesday 13 March 2013, 1.00pm – 6.30pm





CLIENTS | PEOPLE | PERFORMANCE



**GH
D**

Providing Mining Services out of Victoria

**Paul
Currie**



At a glance



leading engineering, architecture and environmental consulting company



operating in **5** continents



100+ offices worldwide



80+ years in operation



6500+ people



2012 revenue: **1118** million
AUD



serving **5** global markets



70+ service lines





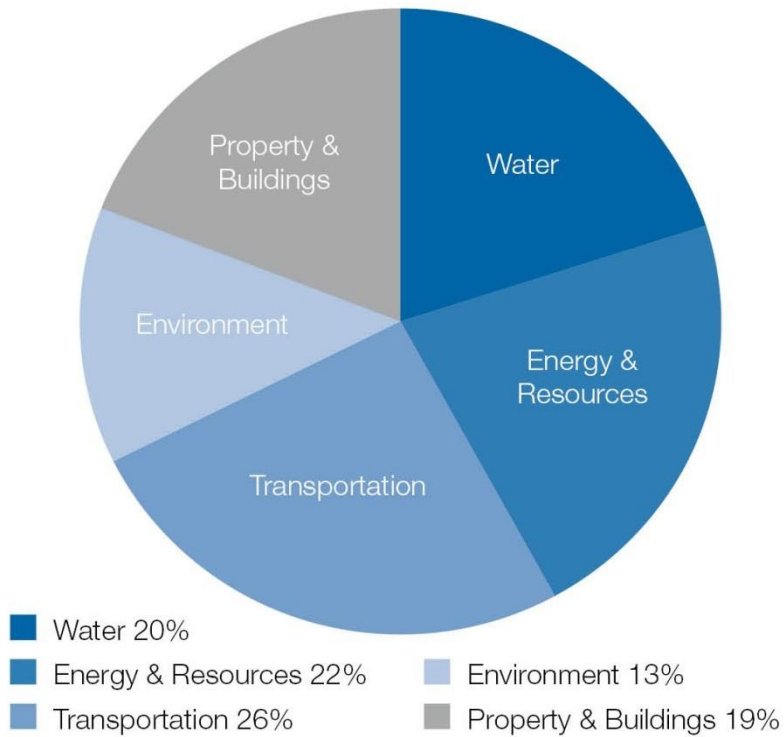
Where are we?





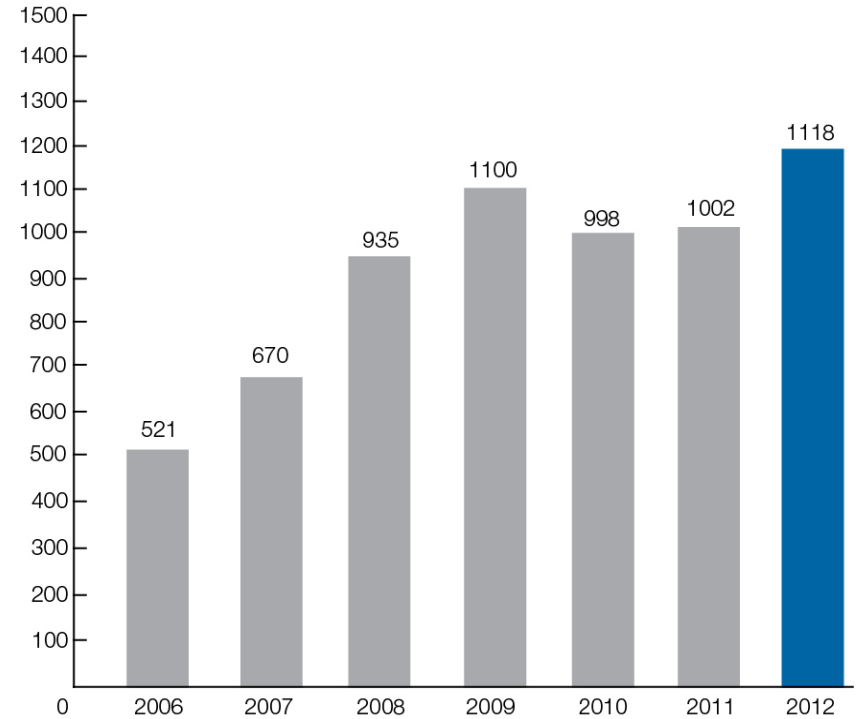
Financial performance

2012 Revenue by Global Sector



Statement of Revenue

AUD Millions



Mining Services

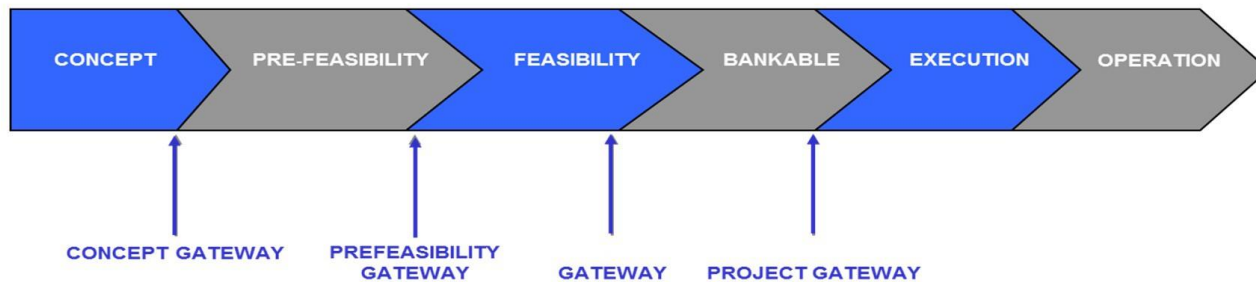
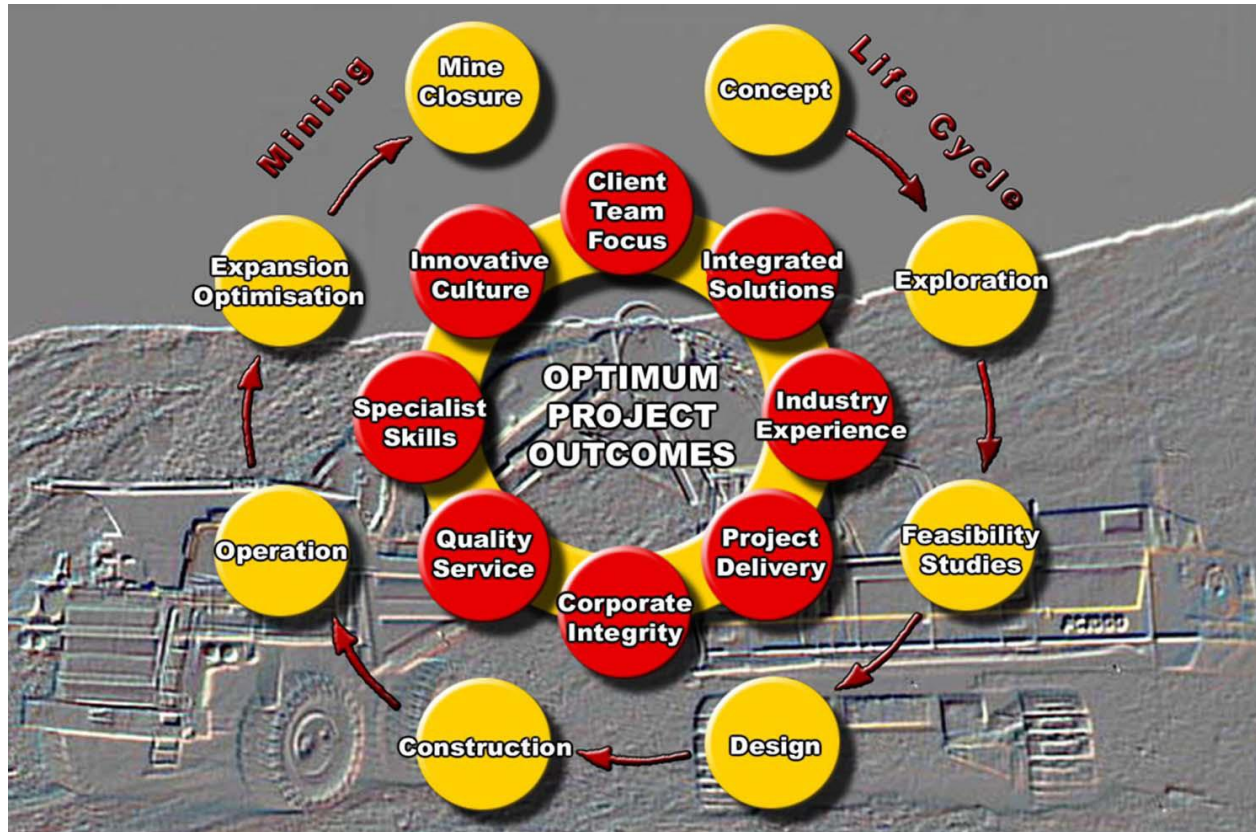
GHD provides a complete range of services: design, monitoring, engineering and environment. From Concept through Feasibility Design, Construction / Commissioning

- Exploration & Geological Modeling
- Mine Design,
- Equipment Selection
- Stockpile and Blending Design
- Environmental Studies
- Port design/review
- Civil & Infrastructure Design
- Project Mgt and Cost Modelling
- Feasibility Studies
- Owners Engineer





Mining Project Life Cycle





General Sector Lessons

- ❖ Mining Industry is typically low risk in regards to trying new things and people. Important to build upon relevant mining experience and contacts.
- ❖ They need to see people and build a trusting relationship.
- ❖ Mining Industry certainly fluctuates through cycles
- ❖ New Project Capital can be very high through a boom time and can then be stopped very quickly. Sustaining capital expenditure is quite consistent.
- ❖ Some companies source things corporately and some from each site office.



- ❖ Miners seek strict OH&S and Quality systems, accreditation with impeccable results

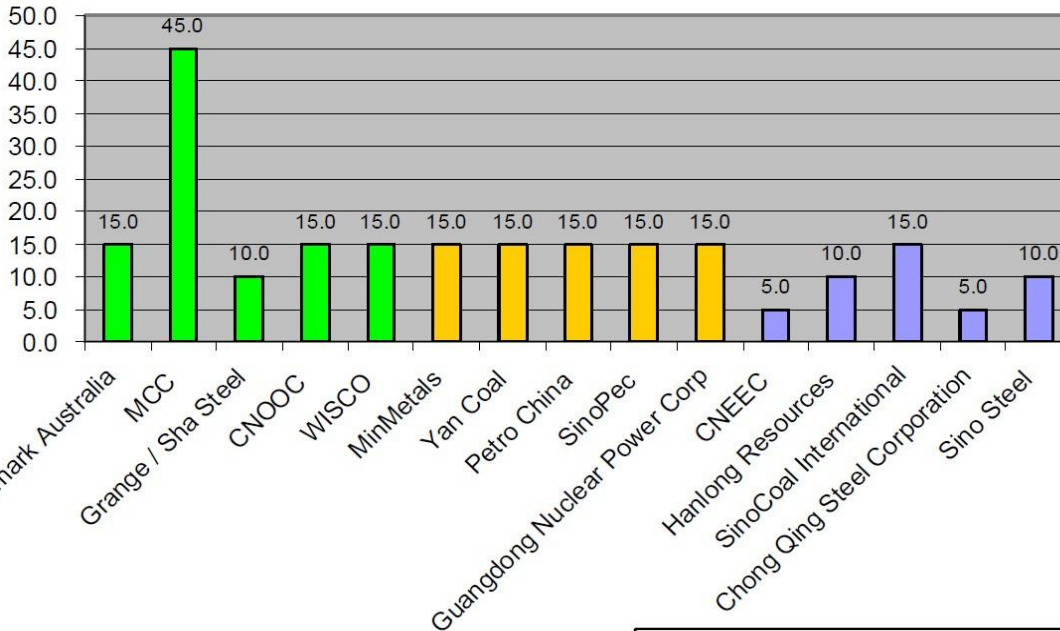


Opportunities

- ❖ From Victoria you can supply products and services to mining projects across Australia and the world.
- ❖ Direct local contact is typically important.
- ❖ They are always after ways to do things better, smarter and lower cost.
- ❖ Victoria still has many mining company head offices.
- ❖ Potential new project exist with coal mining projects in the Latrobe Valley
- ❖ Additional opportunities exist with sector investment from international companies particularly from Chinese and Indian regions.



Chinese Investment Opportunity for GHD - 3yr Forecast

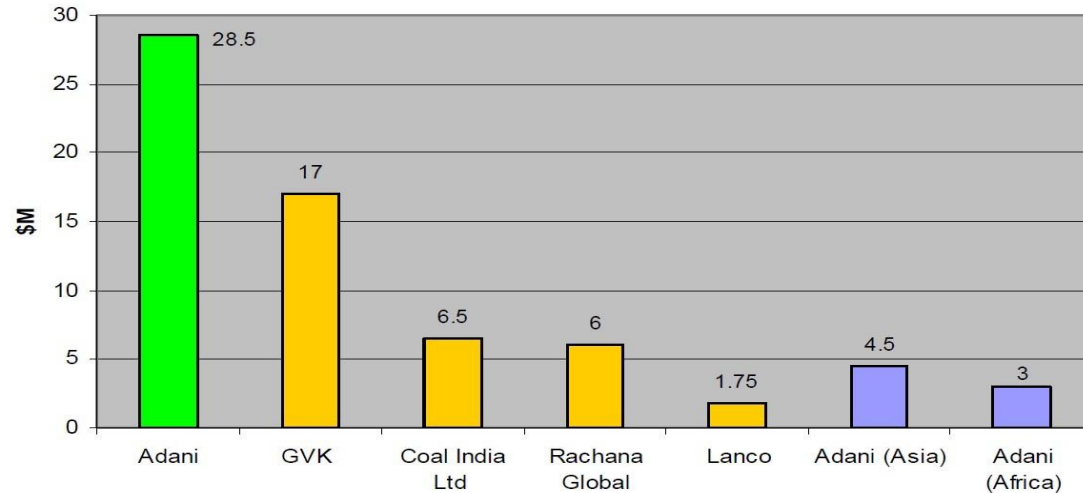


GHD Rough Estimate of potential income from incoming mining investors.

Potential large spends.
No existing supplier relationships Approach:

- Design firms
- EPCM or D&C companies
- Procurement teams

India Investment Opportunity for GHD - 3yr Forecast





Local Latrobe Valley Opportunities

Australia has one of the world's largest deposits of brown coal.

- ❖ > 80 per cent of Victoria's 430 billion in the Latrobe Valley,
- ❖ @ 65 billion tonnes potential and up to 30 billion tonnes mineable

The increasing scarcity and cost of energy sources such as oil and gas presents opportunities for a new range of commodities and exports derived from brown coal. The Victorian Government is currently investigating the development of these resources through:

- ❖ Advanced Lignite Demonstration Program. The Government are now seeking proposals from parties interested in developing pre-commercial demonstration scale, coal upgrading processes for raw lignite. Up to A\$90 million in funding is available.
- ❖ Consideration of another competitive tender process for parcels of unallocated coal. Potential new mining projects.

It is our belief some 20+ foreign and local companies are working on these opportunities



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