



**Sean Rooney, Strategy and Operations Manager
at Global Victoria**

Why Africa?

Africa METS Accelerator Program

Sean Rooney

Global Victoria

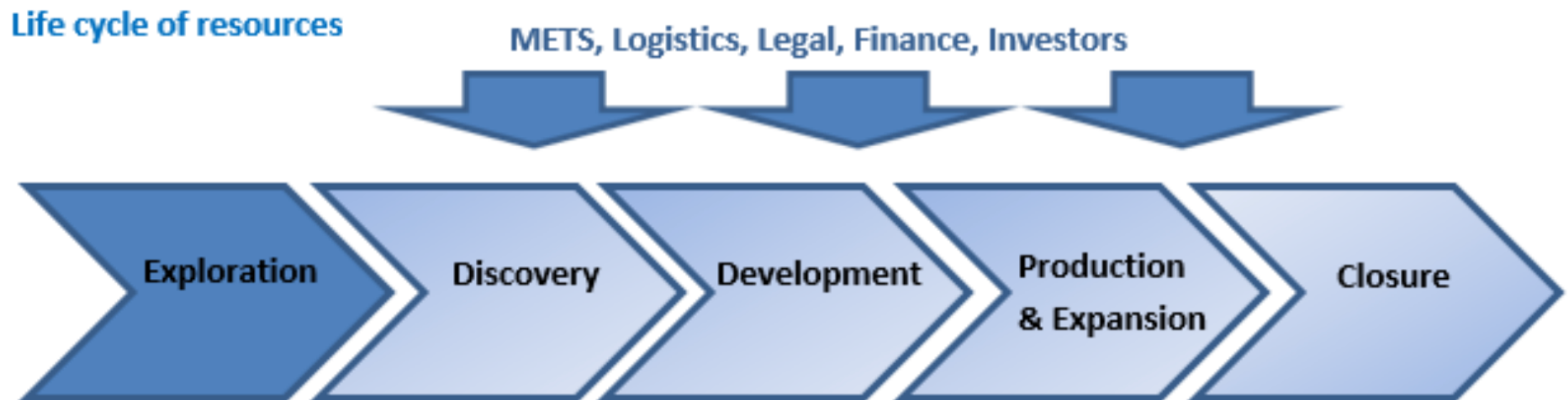
WHY MINING?

- Mining and resource development is a driver of the global economy.
- Emerging economies such as China, Central Asia, South East Asia and MENA are predicted to have significant growth over the next decades driven by population and increased urbanisation.
- **The Australian mining sector exports its knowledge and skills to the world.**
- **The “Australian” mining brand is a global leader.**



WHY METS?

- Services for the resources sector are grouped under METS which apply across the development lifecycle of resources.
- Regions around the world have developed clusters of expertise in this field (including Australia), originally to serve local markets.
- Knowledge-demand gaps are created as development investments are directed towards emerging regions and economies, addressing lower grades increasingly complex deposits and maintaining a social licence to operate.
- Australia leads all countries in terms of companies supplying the global mining sector and in the % of total foreign direct investment it attracts \$315 billion (37% of Australia's total FDI) - *Minerals Association of Canada 2018.*



WHY AFRICA?

- Africa hosts about 30% of the planet's mineral reserves, including 40% of gold, 60% cobalt and 90% of the world's PGM reserves - making it a truly strategic producer of these precious metals.
- Africa produces more than 60 metal and mineral products and is a major producer of several of the world's most important minerals including Gold, PGE's, Diamonds, Uranium, Manganese, Chromium, Nickel, Bauxite and Cobalt.
- South Africa, Ghana, Zimbabwe, Tanzania, Zambia and the DRC dominate the African Mining industry, whilst countries such as Angola, Sierra Leone, Namibia, Zambia and Botswana rely heavily on the mining industry as a major foreign currency earner.
- Given a period of sustained stability and favourable investment policies Africa will expand its production of minerals and petroleum.



WHY AFRICA?

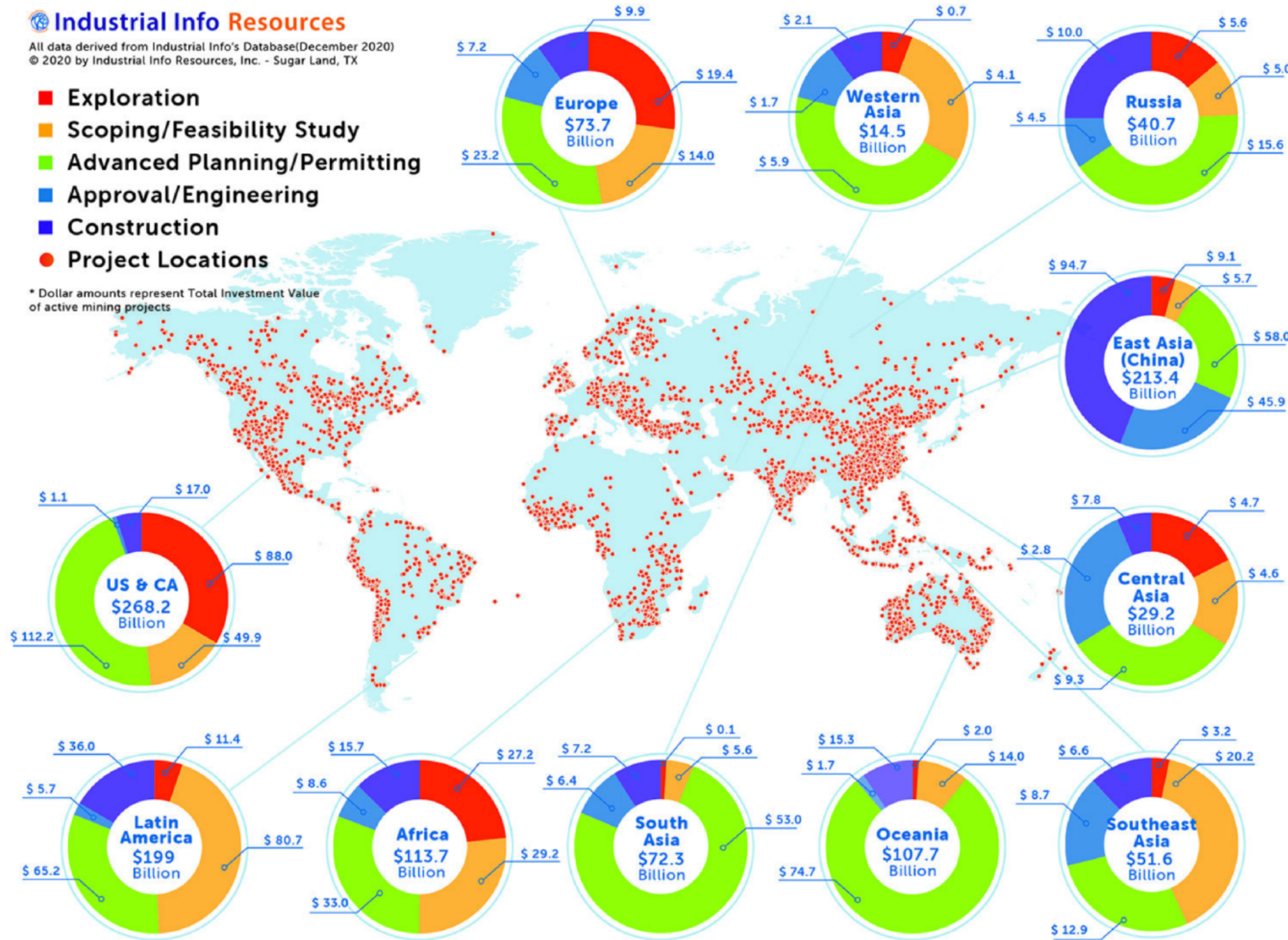
GLOBAL MINING PROJECT DEVELOPMENT

Industrial Info Resources

All data derived from Industrial Info's Database(December 2020)
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- Exploration
- Scoping/Feasibility Study
- Advanced Planning/Permitting
- Approval/Engineering
- Construction
- Project Locations

* Dollar amounts represent Total Investment Value of active mining projects



- Currently there is \$113.7 B USD being spent on mining developments in Africa
- Major mining revenue generated of \$54.5 B USD From South Africa – PWC
- Vic based mining companies are already in Africa – BHP, Rio, MMG, Golden Rim, Syrah 29Metals

WHY MELBOURNE?

- The majority of Australia's mining capital is derived from Melbourne (>65% of the ASX for market capitalisation). Foreign investment into international jurisdictions from Victorian mining businesses is globally significant.
- Melbourne is a gateway to Australia's mining sector, a natural destination for international mining businesses and has an established mining ecosystem and skilled workforce.
- Mining and mining services is Victoria's largest sector by market capitalisation.
- ***Leadership in supplying knowledge and services to the global mining sector will grow Victoria's position in the mining sector.***
- Internationalising Victorian mining companies through international governments and collaboration with international companies will enhance Australia's mining brand, create the pathways for METS and secure market access for our companies and investment into Victoria.

WHY GLOBAL VICTORIA?

- Global Victoria aims to grow and strengthen Victoria's global engagement and international trade.
- We build the skills and knowledge of Victorian businesses to grow on the international stage, promote the state's world-class industry capabilities to international audiences, and lead the nation as the best city in Australia to study in.
- We have a global network of 23 international offices.
- Speak to us for assistance – government to government is effective in Africa
- Africa is covered by our MENA office

Kassem Younes

General Manager

Middle East , Africa Turkey, Russia, Ukraine and CIS

Victorian Government Trade and Investment Office

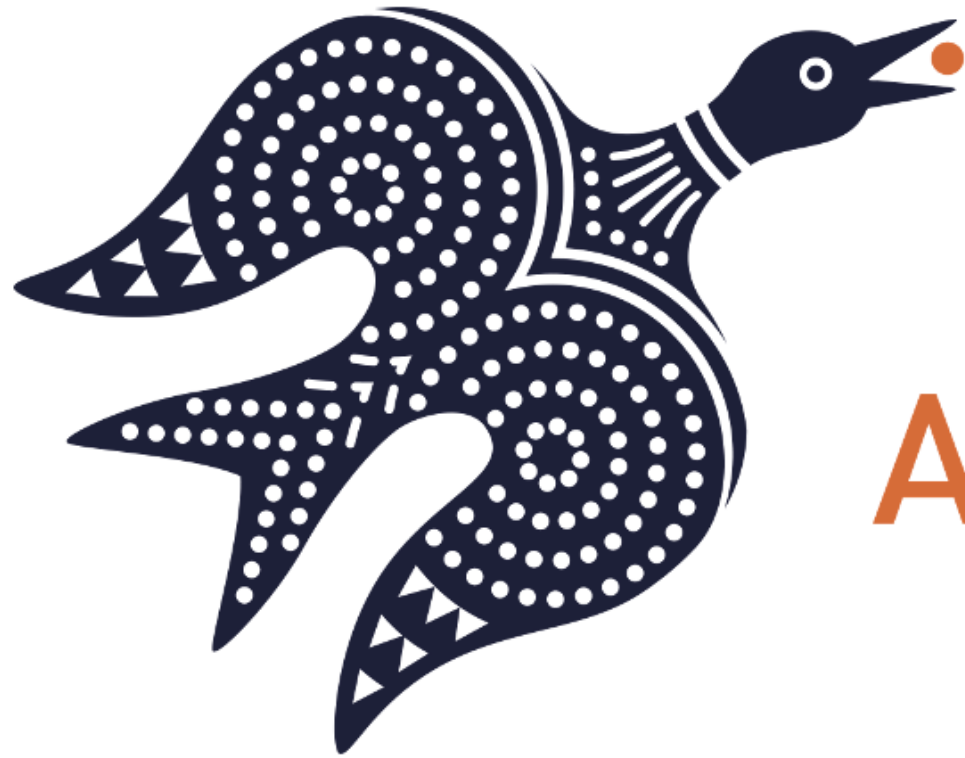
State Government of Victoria, Australia

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- **ANY QUESTIONS?**



**Elizabeth Lewis-Gray, co-founder of Gekko Systems
and board member of METS Ignited**



AUSTRALIA AFRICA

CHAMBER OF COMMERCE

Elizabeth Lewis-Gray
Co-founder & Chair, Gekko Systems

29 September 2021

Three presentation topics:

- **The attraction of Africa**
- **Challenges and rewards**
- **Our experience and learnings**



Gekko – A snapshot

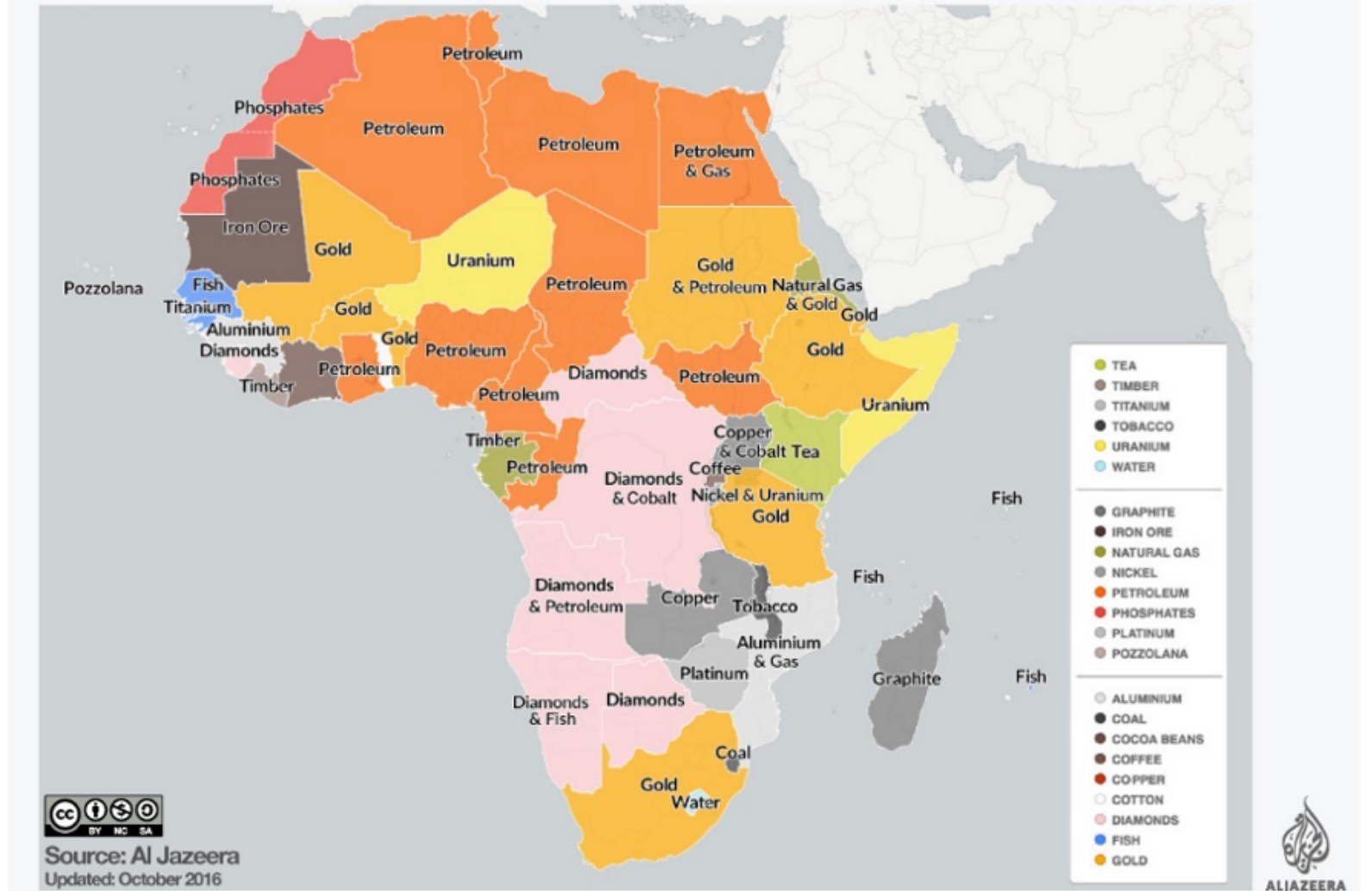


- Mineral processing technology and solutions
- Offices: Ballarat, Jo-Burg, Vancouver, Perth, Moscow
- Agents: South America, Ghana, Mexico
- +600 units installed in over 40 countries worldwide



- Significant region in global gold sector
- Mining culture
- Strong technical skills
- Innovative – faster adopters
- Market needed to solve some technical and operational issues
- Increasing growth in Australian engineers and miners with African presence

Mapping Africa's natural resources



- Easier market to penetrate on start up – compared with Australia
- RSA/African region has played a critical role in new product/service adoption
- Some of our best customer relationships are through African domiciled or operated businesses
- Results orientated market
- Ghana has highest density of Gekko gear in the world
- **An amazing place to visit and wonderful people!**



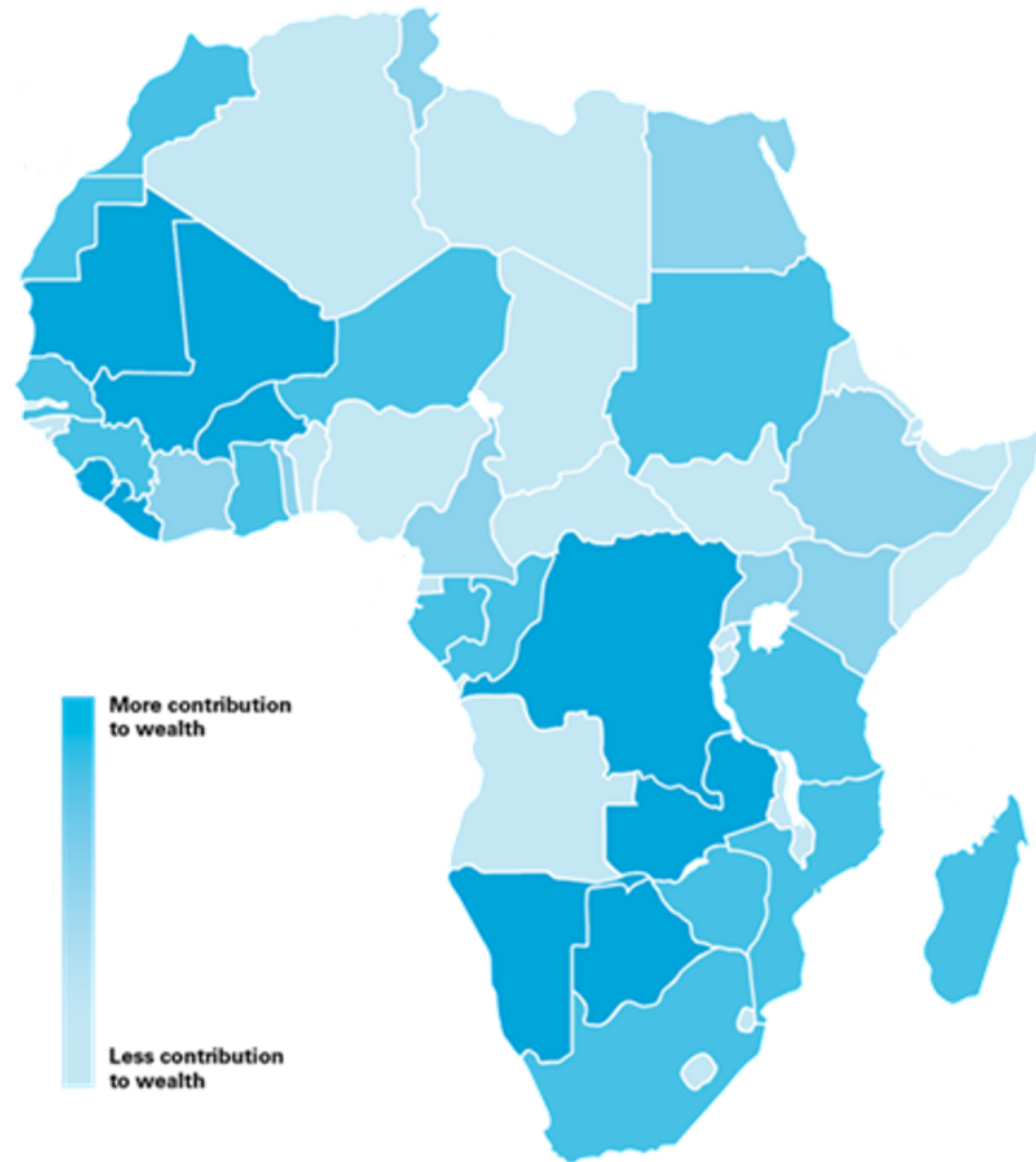
- Travel and security – understanding cultural influences and travel protocols – training and systems
- Equipment must be designed for ruggedized environment and handling
- Close knit local community – always someone wanting to take your place!
- Market can't be neglected
- Chinese ownership increasing versus “Anglo-American” ownership



- Journey started with groups like Global Vic/Austrade and SAIMM technical seminars
- Breakthrough with Ashanti Gold in West Africa
- Opened an office and visited regularly – showed commitment and passion
- Ate a lot of steak! (on a braai)
- Focused on being respectful and open to learning – African miners are good operators and know what they are doing
- Worked hard to understand the internal corp politics and utilised multi-tier selling where possible
- Engaged with RSA/local and Australian engineering houses and miners



Figure 1: Contribution of mining to African economies. (Source: Ericsson, M. and Löf, O. (2019)).



International trade in the mining and METS sector between Australia and African nations has delivered better understanding, relationships, regional development and financial outcomes for investors and communities.

Open Discussion and Questions

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To stay across all of the activities of the AACCC, and to benefit from networking events and business insights, consider joining as a member.

To see our membership options, please visit our website, or contact Emma Bendall at emma.bendall@australiaafrica.com