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Sino-Australian Investments Breed Economic Growth

While Chinese investment in Australia has been significant and far-reaching, bilateral Sino-Australian trade has been quite advantageous to both nations with cross-country investment relations of over 19 billion Australian Dollars (AUD) in 2011. This profitable relationship has produced favorable economic returns and has cultivated a strong alliance based on human capital and natural resources. Australia is one of the largest destinations for Chinese outward foreign direct investment (FDI) worldwide over the past 6 years with investments totaling more than AUD 36.9 billion.

General trade between Australia and China has been estimated to exceed \$100 billion per year, with Australian exports heavily concentrated in mining commodities and Chinese exports focused on manufactured goods. Major Australia exports to China include iron & ore, coal crude petroleum and wool (over AUD 52 billion). China has in turn supported Australia with the highest exports including telecom equipment, computers, clothing and furniture (over AUD 15 billion).

With Australia's open social and political culture, advanced education system and investment in research encourage innovation and inventiveness. Human capital has also been a major focus of trade between the two countries with Australian's spending over AUD four billion in education related services in China last year. Australia in turn welcomes Chinese students from the tertiary level to the post graduate

level now facilitating degrees for over 130,000 Chinese nationals per year.

Australia's government organizations for assisting inbound and outbound investment, Austrade has established 13 offices in China to support Chinese and Australians alike. Austrade houses a wealth of information on Australian economic credentials, key factors as a strategic

Holdings and currently employs 6,000 employees in 18 cities across Australia, New Zealand, and Asia. Australia and New Zealand Banking Group (ANZ), one of Australia's largest banks, also has a strong presence within Asia. In fact, one of ANZ's primary aims is to provide effective financial services to clients who are dependent on capital



location for foreign companies, human capital statistics and investor friendly business and regulatory information.

Australia's principal financial firms have built and retained important ties in Asia that have further proliferated the breadth and depth of their products and services. AMP, the independent wealth management company in

Australia and New Zealand, serves more than 5 million customers. In 2011 AMP merged with the businesses of AXA Asia Pacific

flow and trade in the Asia Pacific, Australian, and New Zealand markets. Commonwealth Bank Group commands Australia's largest banking customer base and offers a full range of financial services, and insurance products to corporations, government entities, and other institutions within Australia and in China.

Commonwealth Bank Group has banking investments, a joint venture life insurance operation (with BoCommLife), bank branches, and representative offices in major Chinese cities.

Macquarie Bank provides banking, financial, advisory, investments and funds management services from over 70 offices in 28 countries. The Macquarie Group recently established the Sino-Australian International Trust Company (SATC), which is located in Shanghai and is a joint venture with Chinese partners, Sanjili Energy Company Limited (Sanjili) and Beijing Rongda Investment Limited (Rongda).

The National Australia Bank Group (NAB) is a global financial services company serving over 12,000,000 customers in 1,750 service centers. NAB cultivated business operations in Asia in the early 1970s and still offers diverse banking products and services from its office located in Pudong, Shanghai, and from a representative office located at China World Tower, Beijing.

There are also the powerhouse companies, fueling the Australian economy from the mining and energy sector. Melbourne-based Newcrest Mining Limited is Australia's largest gold producer and one of the top five mining companies globally. It is focused on quality exploration, development, and operation of gold and gold-copper mines in the Pacific Rim region, where China is one of the top importers of Australian gold.

Origin Energy is Australia's largest energy retailer and is accountable for approximately 13% of the country's electricity generation. Recently, Origin Energy partnered with ConocoPhillips and China Petrochemical Corp (Sinopec) in developing the Australia Pacific LNG project, estimated to yield more than eight tons of liquid natural gas at its peak production.



Australia's largest independently dedicated oil and gas company, Woodside Petroleum, is a progressive exploration company in Australia's deep water, participating in 40% of the country's deepwater discovery wells. Woodside Petroleum serves clean energy consumers in Australia, the Pacific Rim region, and Asia, with an estimated three million tons of LNG supplied to the Guangdong Province, annually.

Other industry leaders rounding out the ASX Top 20 also have sophisticated Chinese connections. Brambles Limited provides innovative business solutions through its global pallet and container as well as information management divisions. Brambles employees more than 17,000 people in 54 countries, including groups in the Americas, the Middle East, Europe, Africa, and the Asia Pacific region. One of the top 20 global insurers, QBE Insurance Group provides general insurance coverage for personal and commercial risks. QBE is headquartered in Sydney, but has offices in 52 countries including a representative office at Guangzhou, Guangdong Province, which has assisted with its Chinese business development during the last 14 years.

Telstra Corporation is Australia's largest fully integrated IP network and Australia's largest and fastest wireless broadband network. An international business, Telstra operates in 15 countries, including China, where it partners with ZTE Corporation and is a preferred telecom supplier to ZTE's global market. Australia's leading supermarket chain retailing groceries, liquor, petrol, general merchandise, and consumer electronics, Woolworths was recently named the most valuable retail brand in Asia Pacific, indicating its growing world-wide market appeal.

With the world economy in uncertainty across various markets, China and Australia have proven to be stable and forward thinking partners for trade growth, innovation and human resource collaboration. As each country continues to develop its shared business interests and forge mutually beneficial foreign investments, not only will stronger economies (individual and global) be built, but so too will more robust social ties. The result, undoubtedly, will be deeper understanding of each country, its culture, and its industrial and trade needs.

Edith Cowan University, Western Australia, Focuses on Quality Partnership in China

Edith Cowan University (ECU) is named after a woman. Edith Dircksey Cowan, at the age of 60 in 1921, became the first woman elected to an Australian Parliament. The late Edith spent many years campaigning for equity in education and social reforms and has been acknowledged for her contributions by being portrayed on the Australian \$50 note.

Professor Kerry O. Cox, President and Vice-Chancellor of ECU, emphasizes the importance of education in a modern globalized context. "Leaders strive for their communities and countries to become more inclusive, more prosperous and more sustainable. The achievement of these important outcomes is likely to be enhanced by the sharing of expertise and knowledge across varying cultural, political and economic systems," said Professor Cox. "Such sharing will be made much easier through a better understanding of each others' cultures, values and histories." Professor Cox believes that "those being educated today, our



Professor Kerry Cox, President of Edith Cowan University

leaders of the future, should learn and respect that differences in approaches in diverse countries are inevitable" and that "with tolerance and understanding, expertise and knowledge available locally will be useful internationally."

"While our University has a long tradition in training teachers," said Professor Cox "ECU has become a

comprehensive university which offers a number of niche degree programs by coursework or by research, including maintenance engineering and auto-sports engineering, aviation (pilots) and information security, journalism and broadcasting, biomedical science and marine science, sports science, fine arts and performing arts, events and hospitality management, banking and finance".

ECU has a diversified portfolio of partnership arrangements with 40 universities and polytechnics in China. Quality partnership has resulted in many productive and valuable student and academic exchanges between ECU and Chinese institutions, thus enriching students' learning experience, academics' teaching experience, and research experience of both students and academics in China and Australia.

ECU is proud that Ministry of Education approved its delivery of Master of Education (Leadership) program in China for the past 8 years. ECU received five-star

ratings from the Australian Business Council for quality teaching in the MBA program in Australia. ECU has recently been included in the inaugural Times Higher Education 100 Under 50 list of the top 100 universities worldwide that are less than 50 years of age. ECU is highly regarded for its quality-oriented and application-focused teaching and research both in Australia and China. ECU has over 25,000 students in undergraduate and postgraduate degree programs. With more than 4,500 international students from 80 countries at ECU, Chinese students represent 20 percent of the University's international student body.



Seamless Relocation to Australia

Relocating to Australia is often a complex road that requires navigation through various legal obstacles. However, the professional legal team at Katie Malyon & Associates, Lawyers continues to facilitate the intricate pathway of immigration requirements for many Chinese looking to call Australia home.

With a combined 50+ years of experience specializing in employment-related visa and migration services, Katie Malyon & Associates, Lawyers has become

and is a trusted and frequently referred law firm by other reputable Australian firms due to its expertise and successful track record.

"Our leading immigration specialists make relocating to Australia simple and cost-effective for Chinese businesses and individuals," said Katie Malyon, Principal and Notary Public. "We offer personalized services and also have a China team who looks after the client every step of the way."

As Australia is currently seeing an influx in the inbound expatriate employees from around the globe, especially China, the firm's specialized China team provides assistance in Mandarin and Cantonese to those seeking employer-sponsored work visas and immigration advice. The firm also holds seminars and workshops regularly to update clients on current immigration law and policies. The firm most recently held a workshop at CISME in 2010 in collaboration with Austrade.

"The Australian economy, quality of life, outstanding educational institutions and proximity to China is attracting an increasing number of Chinese individuals and businesses to Australia," added Ms. Malyon. "Moreover, Australia has one of the most successful multi-cultural communities."

Looking forward, the firm aims to strengthen its relationship with the Australian Guangzhou International Business Association to further promote its immigration services. The professionals at Katie Malyon & Associates, half of whom are first generation Australians, strive to be leaders in the profession, while also creating a strong presence in mainland China.



Katie Malyon, Principal Notary and Registered Migration Agent, Katie Malyon & Associates, Lawyers

the second largest immigration law firm in Australia. Today, the firm advises and manages the entire visa process for local organizations wanting to hire from skilled overseas markets, as well as individuals looking to move to Australia permanently or temporarily for work, business, family, study or retirement. It is a member of the Global Alliance of Business Immigration Lawyers

Hydrocarbon Potential Adds Momentum to Australian Energy Company's Upcoming IPO

The oil and gas exploration company, Larus Energy, has promising prospects as it is looking to make its formal IPO this year. Established in 2009, it owns licenses to two potentially lucrative sources in PNG and Gippsland, Australia that can provide supplies of natural gas for many decades. These supplies would support Asian demand, enable partners to develop profitable commercialization of LNG, and provide investors exceptionally high returns.

With 400 current shareholders, the company is looking to grow through a USD \$25m ASX (Australia) listed initial public offering this year and possibly follow that later with a dual listing on AIM (London) or TSX.V (Toronto). Capital will be used to acquire more data to support its goal: to provide petroleum assets ripe for exploration and drilling by trusted partners.



David Williams, Managing Director, Larus Energy

These outsized opportunities are a result of a thorough analysis of data, overlooked by other companies, and

a relentless focus on the Larus Energy's mission. The company's PNG tenement, 16,752 square kilometers southeast of Port Moresby, is comprised of grasslands, which are easier to explore and drill than the country's highlands, and offshore, both shallow and deep. It is provided a unique choice of environment in which to explore.

Managing Director, Mr. David Williams, an over 15-year energy industry veteran, was further convinced of the potential of the company's assets

by independent data. "We have not scratched the surface of what hydrocarbon potential is

present in our PNG tenement," emphasized Mr. Williams. "That potential, combined with the commitment of the PNG area to become a vital energy province, and the demand for energy in Asia, provide investors and partners a rare and promising opportunity."

Larus Energy's Australian permits cover 8,300 square kilometers on the southern flanks of the offshore Gippsland Basin in Australia provide another compelling resource as the company has confirmed potential in underexplored areas for shallow water hydrocarbons, most likely to be oil.

The Larus Energy management team feels that with these assets and its clear mission, substantial growth and profits are certain. It is focused on finding investors and partners that also recognize this unique opportunity.

Australian Non-Profit Opens Lines of Communication between Chinese Students and International Community

For over 30 years, English Australia, the national peak body and professional association for colleges that provide quality English language programs to students from around the world, has recognized the importance of English as the



Sue Blundell, Executive Director, English Australia

global communication tool. Ms. Sue Blundell, Executive Director of English Australia, said the first step for non-native English

speakers to compete globally is to go abroad to learn English. English Australia operates under the philosophy that an individual can take an English language class in Beijing with 20 other Chinese students, but the student will not get the opportunity to learn how to interact and negotiate with people from various part of the world unless they have an overseas experience.

"While English Australia has focused on assisting learners master the English language, we encourage them to study abroad in places like Australia," Ms. Blundell said. "It's not just about learning the

language, but it's about acquiring cross-cultural communication skills and learning how to exchange ideas."

English Australia's membership is comprised of 106 colleges, but it also works with local organizations and government bodies, as well as Chinese education agents abroad to provide students with a comprehensive support network. English Australia assures that the 30,000 Chinese students currently studying English in Australia have an experience that prepares them for the 21st century workforce.

English Australia understands that Australia is an attractive destination for many Chinese learners looking for a comfortable transition. Due to Australia's strong international community and close proximity to China, the association's annual conference this year will have a focus on the importance of Chinese students wanting to master their international communications

skills. The theme for this year's annual conference is "Reshaping our Future."

"China needs its people to be capable of engaging with the world," Ms. Blundell said. "If companies and corporations want to conduct business globally, they need to acquire strong language and communication skills. Studying overseas in a country like Australia is an ideal preparation for their young people to actually start to get that global perspective and communication skills at the same time."



McKinnon School Seeks China Partner

From its inception 15 years ago with roughly 100 pupils, McKinnon Primary School has come a long way. Today, it is one of Victoria's top primary schools with 785

global citizens and encouraging students to embrace their own cultural heritage and that of their peers.

"The PYP has a mission statement to create peace in the world through intercultural understanding, and PYP sees education as the way to achieve that peace," said Ms. Myrwoda. "So, for us, it's putting an international lens onto each task we complete."

The school has obtained grants to expand the Mandarin Chinese program and is currently seeking the Council of International Schools accreditation, which will further



Sandra Myrwoda, Principal, McKinnon Primary School

raise McKinnon's international profile. Mrs. Myrwoda is passionate about fostering sister-school relationships with China's Confucius Schools group. Since becoming an IB World School, McKinnon has been approached by potential partners in Shanghai and is exploring opportunities in Nanjing. Given China's proximity to Australia and the quality of education in Australia, the partnership is a natural fit.

A school "that is internationally minded like us that wants a relationship like ours would be an ideal partner," said Mrs. Myrwoda, who envisions a teacher-exchange program for instructors to form as a result of the sister school partnership.

McKinnon offers the IB Primary Years Programme (PYP), providing an educational framework emphasizing students' identity as

students. McKinnon is looking outward and applying an international lens to its core structure—it recently added Mandarin Chinese to its curriculum and in December 2011 received authorization as an International Baccalaureate (IB) World School. "[This] has given us a total restructure of the school, from professional development with the teachers to the material taught to the students," said Sandra Myrwoda, Principal. "Every person within the school, no matter what level they work in, is really speaking the same language, operating under the same process. I believe that this is the reason behind the success of the school."

McKinnon offers the IB Primary Years Programme (PYP), providing an educational framework emphasizing students' identity as



New South Wales Government Agency Offers Safe Haven, Strong Returns



Stephen Knight, Chief Executive, TCorp

As the credit crisis rattled the world's major financial institutions, one Australian government agency, through prudent, conscientious management, emerged with its credibility still intact, and its sights set on new partnerships: The New

South Wales Treasury Corporation (TCorp). TCorp, a 30-year-old government agency, is the primary borrowing center for the NSW government, funding both the inner government sector and its trading businesses, including railroads, water, and energy.

In addition, many of its public sector clients have entrusted their debt and investment

portfolios to TCorp's management – a testament to its history of reliability and safety in uncertain markets. Thanks to the strong Australian economy, TCorp funds NSW's government projects through some of the most low-risk bonds

available today.

"We didn't have any credit losses through the financial crisis, even though we're managing tens of billions of dollars worth of exposures in the financial market. So we're very much a risk aware agency, with a strong conservative risk culture," said Mr. Stephen Knight, the CEO of TCorp and a 30-year veteran of banking and public sector finance.

Mr. Knight noted the Chinese government has had a desire to diversify away from just holding US treasuries. As a result, they have sought to invest in the Australian market, and through a very high-rated issuer like TCorp.

Japan has been a significant investor in NSW TCorp bonds for over 20 years for reasons that would also prove beneficial to the Chinese

sector: for one, the Australian economy has remained strong in the midst of the credit crisis. Because of this, TCorp is able to offer up to five percent interest on its AAA-rated bonds – an amount investors are hard-pressed to find, today. In addition, the investments remain liquid under TCorp's management, with the agency working regularly with dealers to facilitate transactions and buy back stock.

"We very much focus on maximizing investor confidence, with the right mixture of skills, products, prices and services," emphasized Mr. Knight, adding that "it is an exciting time in terms of what's happening in New South Wales, where there is a significant and ambitious investment into infrastructure over the coming years".

Leading Hospitality Management College Broadens Offering and Builds International Presence



View of ICMS Campus, Sydney, Australia

With ambitious development plans in the coming year, it is an exciting time for The International College of Management, Sydney (ICMS). As a recognized educational leader in management and applied vocational training, the College aims to expand its course offering while increasing its international relationships.

Partnerships with international education programs have always been essential to successful course offerings at ICMS. The most popular program, Hospitality Management was developed in conjunction with the prestigious hotel and tourism management institute, "César Ritz" in Switzerland. .

ICMS recently entered an exciting new partnership with "Nanjing Ahead" in Jiangsu Province, China. The goal of this partnership, according to Roger Alexander, ICMS Deputy Vice Chancellor, is to "provide opportunities for students in China to take our program and use that as a qualification to get a job in the hospitality industry, and also to offer students the opportunity to [take one year of classes] in China, and then to study abroad here [in Sydney] for the last two years of the program."

ICMS will also offer new masters degree programs beginning

in September 2012, pending accreditation, including a Master of International Business and a Master of Management.

Additionally, faculty research opportunities, sub-degree program diplomas, and up to 12 new Bachelor degrees are in the works for the 2013 school year. Anticipated bachelor degrees include Media and Communications, Health Services, Marketing, and Finance.

An ICMS education is advantageous for Chinese students as it provides a hands-on approach to learning in a multicultural

environment with over 50 nationalities represented on its Sydney campus. ICMS's unique Business Preparation Program is specially designed to improve English language skills vital for professionals in the hospitality industry.

Don Shiell, Vice President of International Management, looks forward to building and fostering relationships with hospitality leaders in China for industry training and graduate placement programs.



World Class Solutions within All Areas of the Life-of-Mine Cycle



Dr. Dan Alexander, CEO and Dr. Minwei Gao, China Representative, JK Tech

As China's solidifies itself as a global economic power, the need to extract and process natural resources in a safe, efficient, and sustainable manner is critical. JKTech, a technology transfer company with over 25 years of experience assists the Chinese mining industry in optimizing its processes safely and successfully.

With a combination of equipment and software products as well as consulting, laboratory, and professional development services, JKTech provides effective solutions that encompass the entire value chain. As the technology transfer arm for the Sustainable Minerals Institute (SMI) at The University of Queensland, JKTech utilizes cutting-edge research from SMI and channels it into practical technologies and services for the mining industry.

Chinese mining companies, equipment suppliers and research organizations to already benefit from JKTech technology and services include: Zijin Mining, BGRIMM, Northern Heavy Industries, Northeastern University and Citic Heavy Industries.

"JKTech is aimed at optimizing sustainability, reducing operating costs and increasing productivity

of metal recovery," said Dr. Dan Alexander, JKTech's CEO "We take research and turn it into something that the international mining industry can access, implement, and derive value from."

In regards to China, the JKSimMet is one of JKTech's key product offerings that can support the Chinese mining industry. JKSimMet simulates comminution – the process of breaking down rocks to access precious minerals – to help companies optimize their comminution and classification circuits. Currently, JKTech is working with its Chinese representative, Dr. Mingwei Gao, to educate the benefits of the JKSimMet.

Furthermore, JKTech eventually wants to also provide its consulting, laboratory, and professional development services to the Chinese market. Success of a mining project starts with proper leadership and JKTech's can consult with decision makers to address each step of a mining project. Recently JKTech hosted a delegation of 15 Chinese engineers at its Queensland office in which research from SMI was presented and JKTech introduced its supporting services that can assist Chinese clients maximize product recovery while reducing risk and operating costs.

"The future for JKTech to support the Chinese mining industry seems promising," Dr. Alexander said. "JKTech has the expertise to provide practical solutions for Chinese mining companies to thrive as profitable and sustainable enterprises."



Maximise Profitability | Increase Throughput
Increase Recovery | Reduce Costs
Improve Sustainability

- » Ore Characterisation Testing
- » Process Improvement Consulting
- » Software + Specialist Equipment
- » Professional Development
- » Risk Management Services



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www.jktech.com.au



Peter Cross, Director, Confiance

Confiance Maximizes Business Success for Australian Mining Companies Through People

The Australian mining industry is experiencing a significant growth period with over 80,000 employees and total sales revenue approaching USD \$30 billion, according to Q1 2012 reports by PricewaterhouseCoopers. However, labor productivity within the sector is in decline.

To address issues such as skills shortages and workplace fatigue, Confiance is using its unparalleled knowledge and practical experience in people-management and employee relations.

"With over 50 years of experience in all sectors, but especially in mining, oil and gas, construction and manufacturing, Confiance can resolve the people management problems that many clients face which prohibit them

from achieving their goals," Peter Cross, CEO of Confiance said. "Companies want to improve revenue and reduce costs – we show them how to do this by developing, engaging and motivating their people. From reducing staff turnover to improving performance, productivity, and job satisfaction among workers, we specialize in the entire people management agenda."

Unlike other consulting firms, many of Confiance executives have direct experience working in the mines themselves.

"What we bring to an organization is very level-headed and practical advice," said Mr. Cross. "It's not about what's going to earn us the most profit today. Rather, it's what does a business need in order to be successful and sustainable."

As such, Confiance is best suited to work with the increase in joint ventures between Chinese and Australian mining companies. Given Confiance's work globally ranging from Colombia, South Africa and Azerbaijan, it is well-positioned to address all aspects of people management, including cultural, political and community issues that Chinese companies in Australia face.

"Whether companies are young startups looking to grow or established firms aiming to perform better, Confiance can help organizations articulate what it is that they want to achieve and look like in the future," Mr. Cross said. "Confiance can help maximize growth and productivity."

From Exploration to Mining, Peak Resources Discovers Rare Earth Deposits

Listed on the Australian Stock Exchange, Peak Resources started its efforts in gold exploration in Western Australia back in 2006, and later on in Tanzania. However, instead of discovering gold it found rare earth deposits at its Ngualla Project in southern Tanzania and this has grown to become the Company's core focus.

The Ngualla Project has extensive Rare Earth Oxide (REO) within the Ngualla Carbonatite and includes potentially large, near surface deposits of REO, niobium - tantalum and phosphate. Peak Resources has recently acquired the rights to earn 100 percent of the project, after buying out its joint venture partner, Zari Exploration in mid-February.

"This is an exciting time for us as we have a world class ore deposit," said Mr. Richard Beazley, Managing Director. "We have the fifth largest deposit of rare earths in the world outside of China, and the ore body is significant in terms of grade. At the moment the estimation is about 170,000,000 tonnes at 2.24% REO and what is very important is the high grade zone of 40,000,000 tonnes at 4.07% REO that we will be focusing on for a commercial operation over the next 20 plus years, and grade is king as the industry expression goes".



Richard Beazley, Managing Director, Peak Resources

Peak Resources commenced exploration of the carbonatite in late 2009 and has completed surface sampling, mapping, and airborne geophysical survey. Since June 2010 Peak has commenced and completed three significant phases of drilling and continues to explore the deposit aggressively.

A positive for Peak Resources is the likelihood of Ngualla being a low cost mine. The consistent blanket of mineralisation at

surface, where some of the highest levels of grade are held, suggests a shallow open pit with low strip ratios. Initial metallurgical tests have shown that bastnaesite continues to be the most prevalent host mineral for the rare earths which is good news as Peak's previous tests showed rare earth leach extraction values of 88% in this style of mineralisation using only relatively low cost sulphuric

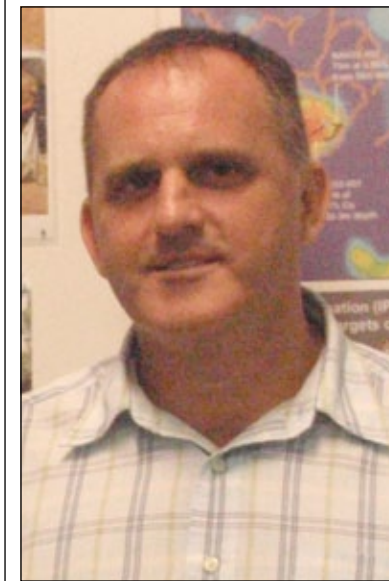
acid. This all suggests a relatively less complex, lower capital outlay and quicker time to market solution.

Peak Resources is extremely encouraged by the positive results to date. A scoping study is already underway and will determine the time frames, logistics, supplies, mining methods, and markets for the project. Upon the completion of the study by the end of this year Mr. Beazley said Peak will (preliminary) have a preliminary economic assessment of the Ngualla project. This assessment will strengthen the Company's position while engaging with some of the biggest players in the rare earth industry, including Chinese investors.

"Peak Resources is open to large institutions to be long term shareholders and to off-take partners that have a vision to build a long-term relationship with us," Mr. Beazley said. "We have the third highest grade of rare earth deposits worldwide and with very low uranium and thorium levels we have the potential to be a very low-cost producer."



Copper Looking Bright at Simuku



Peter Swiridiuk, Managing Director, Coppermoly.

The publicly held copper-gold exploration and development firm, Coppermoly is ripe for new investors. One of the company's two major copper-and-gold projects in the final stages of drilling and now approaches the production phase of development. With its immense deposits and close proximity to a deep water port on New Britain Island in Papua New Guinea, Chinese investors may be attracted by something beyond financial profit: Simuku offers accessibility to scarce copper resources.

The country of Papua New Guinea is notable for its long history of successful mining development combined with a fairly stable tax regime. Coppermoly's

lengthy experience in the region means that it can navigate the bureaucracy, understand the culture, and, most important, know whom to trust.

Guided by highly competent experts, Coppermoly uses its own equipment and applies cutting-edge geophysical techniques to efficiently locate potentially rich mineralization sites. Once pinpointed, the company calls in a drilling company to act as partner. Coppermoly has managed to attract one of the world's largest mining companies, Barrick Gold Corporation, as its joint venture partner for the Simuku and Nakru projects. The partnership is a feat which Coppermoly's Managing Director Peter Swiridiuk attributed to Coppermoly's successful implementation of its techniques: "The ability to raise funds and attract work from the world's largest gold mining company just shows that we have the capacity to find significant copper and gold systems in the ground." The Nakru project had historically been regarded as the gold project until Coppermoly entered the scene, applied its geophysical techniques, and concluded that there was a huge potential for copper ore.

The company is eager to raise new capital beyond the substantial investments of Barrick in order to fund initiatives at various stages of development and/or to buy out interests now held by Barrick. An additional project for potential investors to track is Coppermoly's major project in Queensland, Australia.

Australian Ore Trader:

A Diamond in the Rough for Mining Industry

For the past five years, PT Resources has been ranked the number two iron ore trader in China for Indian Iron Ore.

The 16 year-old company, headquartered in Perth, Western Australia, specializes in iron ore trading. With its steady supply mainly from India and Australia, it is one of the most reputable and well-connected traders in the industry.

"From the very beginning, we've had extensive experience and knowledge in iron ore trading," said Mr. Chen Qiang, Managing Director of PT Resources. "The market has shifted up and down in the past ten years with many traders being washed away, but PT Resources is still here. Instead of focusing on making initial profit when iron ore was in high demand, we dedicated our efforts on forging strong relationships with both our suppliers and buyers."

PT Resources extensive understanding of the market as well as its focus on steady growth has been a key force behind its success. In 2005, PT Resources exported a total of 7 million tonnes of iron ore. But in 2009, it topped 10 million tonnes, making it a major milestone, which PT Resources has been able to uphold up-to-date.

PT Resources' success has also been a result of its special emphasis in buying most of its iron ore from reputable iron ore miners from the Central, Eastern and Western regions of India and then selling its directly to China. Its position in Australia gives it an added competitive advantage as there are few traders located there giving it access to Australian resources.

To support this effort, PT Resources has subsidiary offices

in Hong Kong, Singapore, and Beijing, plus representative offices in Tangshan, Lianyungang, Rizhao, and Tianjin. It also regularly complies with Chinese Iron and Steel Industry policies and upholds its contracts with Chinese steel mills, giving it an upstanding reputation in the national market.

PT Resources has also forged relationships with Australian and Brazilian mining companies like Rio Tinto, BHP and Vale. Mr. Chen said because many of the large players are not always able to supply to the Chinese market, particularly the smaller steel mills, they turn to traders like PT Resources, who can provide the needed supply.

While PT Resources has maintained consistent business in China over the past few years, it aims to expand its network with upcoming private steel mills within the Chinese market.

"China is developing fast, and it keeps growing," said Mr. Chen. "The demand for iron ore will not increase as fast as before, but the need for it is steady and will last for a long time. This makes it a perfect market for us to be in."

While iron ore continues to be PT's main export, it has

also begun to explore copper and other precious metals. It currently holds two companies: International Best Metal Limited, which focus is copper, and Zambia Metals, which focus is Molybdenum. Both projects are still in the preliminary stage, but the projects are a significant area of growth for the company.

PT Resources has never had trouble securing lines of financial credit with a variety of financial institutions, including HSBC Australia, Bank of China, ING Singapore, and others. Such credit has helped PT Resources

to continue smooth, low-risk transactions, and to diversify its investment options. However, the company is open to additional investors.

PT Resources has always offered its partners and customers an expertise and dependability unlike any other in the industry.

"We are a reliable company, and we understand the business," Mr. Chen said. "PT Resources extensive understanding of the market and our association with steel mills and major mining companies has been a key force behind our success."



Specializing in the Trading of Iron Ore From India and Australia

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TCORP BONDS – A SAFE HARBOUR IN A VOLATILE WORLD



New South Wales has Australia's largest and most diverse economy and that means greater financial strength and a top AAA credit rating. Backed by the guarantee of the NSW Government, and with over A\$47.5 billion on issue, TCorp Bonds enjoy the highest level of liquidity available in Australian state bonds.

So in these uncertain times, TCorp Bonds offer the best in credit strength, liquidity and returns.

For further details, please telephone: 61 2 9247 5211.



Australia and China Not so Far Apart

ACCCI Brings Together Sino-Australian Businesses for Nearly Four Decades

For nearly 37 years, the Australian-China Chamber of Commerce and Industry of New South Wales (ACCCI) has been a significant catalyst for Sino-Australian bilateral trading. A non-government association, ACCCI is registered in New South Wales as a non-profit organization, with membership representing companies that have a trade and investment interest in China. The Chamber, a long-standing establishment for initiating and strengthening economic links between Australia and the People's Republic of China, held its inaugural Annual General Meeting in 1976, thereby becoming the first, and now the oldest, entity focused on the economic, cultural, and political aspects of Sino-Australian commerce.

Australia and China have a considerably long history of an economically symbiotic relationship that dates back to pre-World War I, when William J. Liu OBE, the first English-speaking secretary to the first Chinese Counsel General to Australia, established the first shipping line between Australia and China, and also later initiated the development of four Australian-inspired department stores in China. In fact, throughout the course of time, China has come to be one of Australia's greatest trading associates; this sustained association is an exceptional distinction due to obvious differences in political landscapes and cultural mores, albeit acquiescent diplomatic business relations. Much of the success and longevity achieved between the two countries is a result of the ACCCI's dedication to and tenacity towards promoting two-way trade and cross-country investments, as well as its commitment to bringing business communities together.

The ACCCI includes 2,000 associate members in China, 1,500 in the United States, and a few in Europe, all of whom assist in project execution of the Chamber. However, there are 80 companies that are full members, Australian affiliates within the Chamber, a roster which includes academic institutions, law firms, financial and investment companies, as well as industry leaders in the mining, oil and gas fields.



Xi'an Delegation to Australia, August 2012

Many of these member organizations contribute resources that allow the Chamber to conduct its work from Australia without needing to engage in any type of political quid pro quo

All members of the Chamber are required to participate in projects sponsored by the ACCCI. Additionally, members are assessed a joining fee and a one-time membership fee, which assists in accomplishing the work of the Chamber. There are no other overhead costs for the ACCCI because there are no paid employees of the Chamber; all work is conducted by volunteers who are knowledgeable about identifying joint-venture partners and insuring the "appropriate" partner is found. ACCCI President, Michael Jones explained that this type of organizational structure has been adopted in an effort to remain faithful to the original multicultural business ideals of the group. "We believe that we are still adhering to the principles of the Chamber when it was set up in those years, '74 and '75, which were the principles of William J. Liu OBE."

As a result, the ACCCI has limited membership drives in recent years, and has continued to rely on current members' dedication to activism that

supports successful and burgeoning bilateral Sino-China trading.

The Chamber, essentially, also operates as a think tank, whose findings are applied to developing strategies and mechanisms that drive policy implementation. Consequently, the ACCCI does not divulge the commercial activities of its member companies or the confidential briefings by government officials, believing its role is to facilitate a climate that promotes effective and successful trade and investment between Australia and China. Even during times of global economic reform and instability, ACCCI implemented policies, processes, and procedures that not only allowed for appropriate reaction to a challenging international financial situation, but that also pioneered new and innovative ways to address these turbulent economic and/or political events, while still allowing for lucrative business transactions between nations. For instance, Australia has concentrated on investments that generate mutually beneficial outcomes for both trading parties, as seen in its enduring exportation of mining and energy resources to China. This exchange, in effect, protected Australia from the recent world-wide

catastrophic financial downturns. Furthermore, the role of the ACCCI cannot be underestimated, as it is committed to helping its members and associates successfully operate within a borderless world by providing in-depth analysis of particular commercial sectors and industries in China. For example, as noted in the previous illustration, Australia, historically, has been a trading nation, dependent on substantial investment in its country, which warrants a more global view of business operations. Therefore, it is not difficult to understand the importance of the Chambers' specific work. As Mr. Jones intoned, "We have got projects involved in incubators, innovation and technology, commercialization, investment areas, tourism, education in China."

The future directions and foci of the ACCCI is unknown, due to long-term members' impending retirements and because industry demographics have begun to shift to a younger workforce, who neither understand how their volunteerism might be necessary to continue the mission of the Chamber, nor do they have the financial means to support such efforts; however, undoubtedly, the past and current achievements of the ACCCI have been clearly rooted in its leaders' continual and effective promotion of Sino-Australian bilateral investment and trade, and its members' active engagement in projects dedicated to strengthening and furthering this mission. The Chamber has remained a solid organization that has successfully maneuvered through decades of exceptionally difficult political and cultural differences, although perpetually, it has remained a viable force in advancing business relations between Australia and China, an indication of its nonpolitical affiliations. Perhaps, the future work of the ACCCI will be successfully conducted, indirectly, through its long-term affiliates: "We don't mind in the chamber people pinching our ideas. We love it. Because we understand that we don't have the money to sustain. We act as catalysts. We set up things and we pass it off," said Mr. Jones.

Key Strategy Creates Shareholder Value and Reduces Exploration Risk



Greg De Ross, Managing Director, Eastern Iron Limited

As the Australian natural resource industry courts Chinese partners, one company offers a unique appeal to international investors. With a base on the overlooked eastern coast of Australia and a focus on smaller capital, higher grade deposits, Eastern Iron Limited offers the Chinese business community a pathway to efficient iron production with significant returns.

"Acquiring interests in projects located close to existing infrastructure with a good discovery potential or a known resource with growth potential has been integral to us," said Mr. Greg DeRoss, Eastern Iron Limited CEO and geologist with 30 years of experience in mining and corporate management. "This approach gives the company's projects better access to crucial shipping ports, railroads, power, and water. In addition, initial overhead costs are much lower and the pathway to production is much shorter."

While Eastern Iron's projects tend to be low-tonnage and concentrated around low-capital deposits, they provide partners with a unique opportunity to invest minimal resources for high profit.

For several years, Eastern Iron has targeted Chinese investors as China is currently the second-largest consumer

of Australian minerals and accounts for 30% of the world's aluminum, copper and iron ore consumption.

Currently, Eastern Iron has two major projects underway: one in Queensland, which has recently completed its evaluation phase; another in Victoria, which is a low-tonnage project that is likely to break ground fairly soon. While at different phases, both projects provide low risk investments and yields significant potential for results. As such, Eastern Iron is actively acquiring financial investors and development partners for both projects.

"We can see the potential for our projects to go into development in a relatively short time frame," said Mr. DeRoss. "We can see the potential for production and producing a cash flow for the company."

As Eastern Iron builds its network of partners and investors, its production will become increasingly efficient, pushing the growing company to the forefront of Australia's natural resource industry.



International University in Australia Provides Accelerated Education for Entrepreneurial Students

Bond University, Australia's highest rating university*, is on a mission to create a global network of educational opportunities and business partnerships for its students and alumni.

"Bond was founded as an international university in Australia. The premise of the university was to provide an educational setting for students who had entrepreneurial tendencies. We wanted to provide a practical environment where those students would be able to flourish," said Ms. Valerie Runyan, Executive Director Marketing & Admissions at Bond University.

And flourish they do. Small class sizes, individualized attention from exceptional faculty, state-of-the-art teaching and learning facilities, international study abroad opportunities, accelerated degree programs, and a worldwide network of alumni and businesses in over 120 countries ensure limitless possibilities

for Bond graduates.

Of the total student body, 35% are international students. "You'll be sitting in class with students from Canada, Germany, France, Norway, Malaysia, Singapore, China, India; a diverse representation of many cultures that provides a unique learning environment," said Ms Runyan. Support for such a diverse group of international students is essential, and Bond goes to great lengths to provide such support.

The 'Bond Mate' program connects new students with a current Bond student in the same area of interest such as Business, Law, Humanities, or Health Sciences. The program answers questions new students may have, introduces them to friends and faculty, and helps them settle into life at the University.

Non-native English speakers may also take advantage of Student Learning Support programs, including



Valerie Runyan, Executive Director Marketing and Admissions, Bond University

help with grammar and sentence structure in writing, and assistance with presentations and assignments. A

wide variety of English language courses are also available.

One significant factor attracting international students to Bond University is their accelerated three-semester-per-year schedule which allows students to graduate with a degree nearly 12 months earlier than at other institutions. As Ms Runyan explained, "Students still complete exactly the same amount of credits as in a normal degree program, the same amount of contact hours, and the same assessments. However, since Bond teaches all year round, a bachelor's degree can be delivered in two years." This allows students to enter the workforce as soon as possible. In fact, if a student wanted to earn both a bachelor's and master's degree, they could do so in three years.

Another Bond-specific advantage is the Graduate Development program,

which helps graduates to directly enter the workforce. "The program allows current students to have access to unpaid work experience opportunities, which have traditionally been something that the [Australian] government has not allowed under the fair work act, so we've come up with this program that enables students to actually get into the workforce. It's all about generating work-ready graduates that are highly employable and desirable to the industry," said Ms Runyan.

World-class teaching and learning facilities also attract students from China and all over the world. The Macquarie Trading Room, built by Australia's Macquarie Bank, is a working replica of an investment bank trading room. Students can also experience simulated courtroom experiences in Bond's moot courts which are set up as a traditional courtroom with a judge's bench and room for a jury and litigators.

Faculty and staff at Bond University are excited to welcome more students from China, and by doing so create stronger partnerships and international networks with Chinese businesses that benefit their students. Ms Runyan said, "Students have a real opportunity here at Bond to become global citizens geared for the future of conducting business internationally. As China becomes Australia's largest trading partner, the cultural and economic ties between us are important; they allow for a greater understanding from both sides. We want to expose Australian students who will no doubt be doing business with Chinese companies in the future, but we also want to provide an unparalleled educational experience for Chinese students to take back to China."

* Rating the most five stars of any Australian university in the independent 2012 Good Universities Guide.

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