3RD ANNUAL
INTERNATIONAL
MINING AND
RESOURCES
CONFERENCE

Post Event Report
7-10 November 2016
Melbourne Convention
& Exhibition Centre

WWW.IMARCHELBOURNE.COM
THANK YOU TO OUR 2016 SPONSORS, EXHIBITORS AND PARTNERS
Thank you for attending the 3rd annual International Mining & Resources Conference (IMARC). This year saw a 23% growth in attendees across the 3 days – with a strong keynote plenary line up featuring Goldcorp, World Economic Forum, CITIC, Roy Hill and Newcrest amongst many others and attendees from over 150 mining companies from over 58 different countries.

IMARC enjoys the continued support of our Host Partner – the Victorian Government who have played a pivotal role across the event but who are the main driver behind attracting international delegations.

Our Principal Founding Partners, Austmine and AusIMM have again produced outstanding content across both the Excellence in Mining and Technology streams.

A big thank you goes to our Association Partners AMMA and we welcomed The Minerals Council of Australia, who were involved in the program across both Future Energy and Finance and the IMARC program.

Mines and Money, produced the Investment Stream, providing you with the opportunity to hear from professional investors, key jurisdictions and junior projects alike.

IMARC wouldn’t be possible without the continued support of our Major Sponsors, for the second year both METS Ignited, Collaboration Lounge Sponsor and BHP Billiton Engagement Lounge Partner, plus lead sponsor Sarawak Energy and major sponsors Telstra, Huawei and Xylem Water Solutions to name a few.

IMARC is strongly supported by international and local associations, business councils and Chambers of Commerce, all of whom you can see listed within the pages of this report.

We look forward to seeing you in 2017 when IMARC returns on 30th October – 2nd November at the MCEC.

Anita Richards
General Manager Asia Pacific
IMARC / Mines and Money
165+ Speakers shared their insights, addressed current industry challenges and presented concepts for the future throughout the four day event. Covering all aspects of mining from exploration to investment, production to optimisation through to technology, health and safety, future energy, policy and governance; it truly was the one-stop event for the entire industry.

Alan Bye
VP Technology Strategy & Innovation
BHP Billiton

Anthony Kirke
Group Manager, Operations Planning
Fortescue Metals Group

Barry Fitzgerald
CEO
Roy Hill

Elizabeth Lewis-Gray
Chair
METS Ignited

Mike Henry
President Operations, Minerals Australia
BHP Billiton

Gavin Yeates
Principal
Gavin Yeates Consulting

Gerhard Rheinberger
Exploration Director, Project Generation Group
Rio Tinto

Dr Alan R Duffy
Research Fellow & Astrophysicist, Swinburne University of Technology

Geoff Raby
Director
FMG, OceanaGold and Yancoal Australia

Gillian Davidson
Head of Metals and Mining
World Economic Forum

Hedley Widdup
Executive Director
Lion Selection Group

Ian Telfer
Chairman
Goldcorp

Frank Holmes
CEO
US Global Investors

Michael Nossal
Chief Development Officer
Newcrest

Hugh Morgan AC
Executive Chairman
Arete Capital Partners

Jacquie McGill
Asset President
Olympic Dam
BHP Billiton

Jason Chang
Managing Director & CEO
EMR Capital

Andrew Cole
CEO
Oz Minerals

Bert Koth
Managing Director
Denham Capital

Jake Klein
Executive Chairman
Evolution Mining

Jeannette McGill
Head of Mining Services
Telstra

Zhang Jijing
Chairman
CITIC Pacific Mining

John Welborn
CEO
Resolute Mining

New Power
CEO
Fortescue Metals Group

Matthew Schofield
Partner
ShineWing

MC Thomas
General Manager, Raw Material Strategy
Tata Steel

Wang Ying
Executive Director & CEO
CNNC International
ATTENDANCE OVERVIEW

2500+ Mining & Resource Professionals Attended

23% Increase in Attendance

40.8% VICTORIA
19.5% INTERNATIONAL
17.2% NEW SOUTH WALES
8.5% QUEENSLAND
8.4% WESTERN AUSTRALIA
3.5% SOUTH AUSTRALIA
0.8% TASMANIA
0.8% ACT
0.3% NORTHERN TERRITORY
IMARC is a truly international event, drawing attendance from **58 countries**.

Afghanistan  
Argentina  
Australia  
Belarus  
Belgium  
Cambodia  
Canada  
Chile  
China  
Colombia  
Czech Republic  
Ecuador  
Finland  
France  
Germany  
Ghana  
Hong Kong  
India  
Indonesia  
Iran  
Israel  
Italy  
Japan  
Jordan  
Kazakhstan  
Kuwait  
Laos  
Malawi  
Malaysia  
Malti  
Mongolia  
Morocco  
New Zealand  
Nigeria  
Pakistan  
Papua New Guinea  
Peru  
Philippines  
Saudi Arabia  
Senegal  
Singapore  
South Africa  
South Korea  
Sudan  
Sweden  
Switzerland  
Taiwan  
Thailand  
Turkey  
Ukraine  
United Arab Emirates  
United Kingdom  
United States  
Uruguay  
Venezuela  
Vietnam  
Zambia  
Zimbabwe
ATTENDANCE PROFILE

Position Overview

- 47% C-Level/Senior Management
- 10% Engineer/Geologist/Field Staff
- 9% Government
- 14% Investor/Funds
- 2% Students
- 4% Education & Research
- 11% Business Development
- 3% Media

Industry Breakdown

- Mining & Energy: 22.4%
- Finance/Investment: 14.5%
- Government: 9%
- Education & Research: 6.2%
- Associations: 4.2%
- Media: 3.1%
- Others: 1.2%
- METS (Mining Equipment, Technology & Services): 39.4%

International Ministers and Government

20 countries were represented at a ministerial and/or government level.

Afghanistan  
Argentina  
Belarus  
Czech Republic  
Ecuador  
Ethiopia  
Guyana  
India  
Iran  
Kazakhstan  
Laos  
Lebanon  
Malawi  
Mongolia  
South Africa  
Sudan  
Turkey  
Uruguay  
USA  
Venezuela
Over 150 of the world’s leading Mining & Energy Companies attended IMARC. Below is a snapshot of some of the key players who attended through the course of the event.
The IMARC exhibition featured 84 companies showcasing the industry’s latest innovations, technology and services alongside key governments and up and coming mining exploration companies. Below is the list of the companies that participated in 2016.

5N Plus
AirEng Pty Ltd
AMC Consultants
American Express Global Business Travel
Amira
AMMA
Aqueous Water Treatment
Astec Australia
AusiMM
Austmine
Australian UAV
Auxilium Systems
BBS Communications
BMT WBM
Caterpillar Safety Services
Centrex Metals
ComplySure International Pty Ltd
CoreScan
CSIRO
Dark Horse Resources
DGR Global Group
Eagle Steel Foundry Pty Ltd
Earth Systems
enatSystems
Enthalpy
Envisage Business Solutions
Galileo Resources Plc
Gasco Pty Ltd
Gekko Systems
Global Surface Mining
Government of India, Ministry of Mines
GPR Dehler
Hatch
Hays Recruitment
Heat Trap Solar
Helix Intelligence
Hills Equity Pty Ltd (Resilience Mining)
Hiico
Hi-Seis Pty Ltd
IMARC
Inflatable Packers International Pty Ltd
Iron Ridge Resources
IXL Group
Lantori (PB Innovate)
Matsa Resources
MaxMine
Minalyze
Mine and Money
Mine Vision Systems
MineExcellence
Mines and Money
Mining3
Monash Institute for Railway Technologies
Multidrive Technology
Northern Shield Resources
ONHYM
Opturion
Oxfam
Panoramic Resources Ltd
Portable Analytical Solutions
Profile Booth
Rapid Test Systems
Rum Jungle Resources Ltd
RungePincockMinarco
S2 Resources
SafeMate Antslip
Sandvik Mining and Rock Technology
Sarawak Energy Berhad
Scantech
Sedgman
SolGold
Southern Innovation
Stavely Minerals
Student Posters
The Cyest Corporation
The PBE Group
Tomcar
Total Oil Australia Pty Ltd
UNSW Australia - Mining Engineering
Victorian Government
Victorian Government (Minerals)
Vimy Resources Ltd
Xylem Water Solutions Café
Yokogawa
4761 Followers ↑ 513%
1209 Group Members ↑ 260%
211 Likes ↑ 274%
43,369 Unique Visitors

7.4m Total Impressions

48.2 million people reached via targeted media coverage
$1,306,831.27 equivalent advertising value of coverage received
105 print and online media clips

Over 75 media representatives attended from leading publications including:

- ABC News
- ACB News
- Aspermont Media
- Bauer Trade Media
- Bloomberg News
- Executive Media
- Gippsnews
- Metal Bulletin
- Mining Journal
- Mining Media International
- MiningNews.net
- Mining Review Africa
- National Mining Chronicle
- Port Phillip Publishing
- Prime Creative Media
- Proactive Investors
- S&P Global Platts
- The Asia Miner
- The Australian
- The Australia Financial Review
- The Capital Network
- Thomson Reuters

*Figures provided by BBS Communications
MORE than 2500 of the world’s mining leaders, policy makers, investors, and experts and educators from more than 80 countries will converge on Melbourne from November 7 to 10.

For the third time the International Mining and Resources Conference will address 13 aspects of mining from economics, technology, policy and governance, project financing, to the future of metals. Keynotes will be delivered by many of the world’s major mining companies and their executives.

The keynote address on Sunday October 9 will be delivered by Ian Telfer, chairman of Goldcorp. Telfer will discuss Australia’s history as a great producer and exporter of minerals.

The conference’s prominent industry partners include The Australasian Institute of Mining and Metallurgy (AusIMM), the Institute of Mining and Metallurgy (IMMM), and the Minerals Council of Australia (MCA). Program streams will reflect the diverse and changing nature of the mineral resource sector. The conference will also feature plenary and interactive sessions that focus on the future direction of mining in Australia.

Opening on Monday October 10, this is the 13th International Mining and Resources Conference. The conference’s prominent industry partners include The Australasian Institute of Mining and Metallurgy (AusIMM), the Institute of Mining and Metallurgy (IMMM), and the Minerals Council of Australia (MCA). Program streams will reflect the diverse and changing nature of the mineral resource sector. The conference will also feature plenary and interactive sessions that focus on the future direction of mining in Australia.

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With **20+ networking events & 50+ hours of networking** opportunities on offer throughout the 4 days, IMARC is one of the only platforms where you can network with the entire industry and produces tangible outcomes.

**Networking Drinks**
Delegates were invited to networking drinks at the conclusion of each day, providing an opportunity to network in a relaxed and social environment.

**BHP Billiton Engagement Lounge**
Creating a hub for discussion and taking time out from the conference, located in the centre of the Exhibition hall, this lounge was a focal point of for attendees.

**METS Ignited Collaboration Lounge**
This was a central point to network and also hear from speakers and colleagues about the range of technological change in the mining industry.

**Innovation Alley**
Innovation Alley showcased some the world’s latest mining innovations and leading edge technologies designed to solve some of the mining industry’s greatest challenges. This precinct provided a forum for smaller businesses to capitalise on the exposure at IMARC.

**Mining Hub**
The Mining Hub was a dedicated precinct, giving Junior Miners the opportunity to showcase their projects to investors, see the latest the mining sector has to offer and make the necessary connections to access capital on the Exhibition floor.

**Gala Dinner**
The SOLD OUT Gala Dinner at The Glasshouse gathered 500 of the industry’s key players for a night of good food, great company and an abundance of networking opportunities. The night included a special address by Mike Henry, President Operations Minerals Australia at BHP Billiton.
Knowledge Seminar Series
METS Ignited hosted a series of seminars addressing key industry opportunities including access to capital, interoperability, living labs, export market access, CRC-Ore and preparing businesses for disruptive technologies. The seminars were free to attend and provided educational content and discussion opportunities.

The IMARC Networking App
The IMARC App connected the thousands of attendees, enabling them to network pre, during and post event by sending messages and scheduling meetings.

Meet the Miners
Austmine’s speed networking series provided a unique opportunity for METS to speak directly with some of Australia’s largest mining companies. Enabling them to learn of key projects and to scope their requirements.

WIMnet Delegate Cocktail Reception
The Women in Mining and Resources Victoria Network hosted the Tuesday evening delegate cocktail reception where the topic of conversation was predicting the gold price with guest speaker Hedley Widdup, Executive Director of Lion Selection Group. The evening concluded with a 0.5 ounce Gold Ingot given away.

International Delegate Reception
The Victorian Government welcomed IMARC’s international delegates to Melbourne at this VIP reception celebrating the 58 countries that were being represented.

Round Table Discussions
Covering investment, commodities and countries, the daily round table discussions provided an interactive and informal learning and networking environment.
FEEDBACK

A range of surveys, formal and informal follow ups have been undertaken. Below are some of the results and feedback received.

90% of attendees rated the event 7 or above out of 10

92% of attendees will be back in 2017

56% of attendees expect to write new business as a result of attending IMARC 2016

Value of Business Generated at IMARC

- **32.3%**
  - $11-$50K

- **19.4%**
  - $51-$100K

- **17.7%**
  - $101-$500K

- **14.5%**
  - Over $500K

- **16.1%**
  - Up to $10K

TAKE A LOOK AT OUR IMARC 2015 HIGHLIGHTS REEL:

85% would recommend IMARC

90% of attendees will be back in 2017

92% of attendees expect to write new business as a result of attending IMARC 2016
TESTIMONIALS

Well organised event full of useful information on industry trends and where the industry is heading.
Filip Dimkovski, General Manager, Scope Systems

Great union of professionals from across the globe for discussion of key issues and trends and lots of opportunities to network and also find new ideas to collaborate.
Thomas Maliackal Cherian, General Manager Raw Material Strategy Group, TATA Steel

Excellent opportunity to meet customers and fellow METS companies to conceive and deliver valuable solutions to the market.
Laura Grundy, Operations Manager, Southern Innovation

Good range of potential investors present. Very good networking opportunity.
Peter Reynolds, CEO, Resilience Mining Mongolia

I was very impressed by the energy and organisation of the IMARC conference. I appreciated the wide variety of topics and speakers and the focus on innovations and technologies that will be essential if we are to enjoy a successful resource industry in the years ahead.
Ian Telfer, CEO, Goldcorp

Good conference which covers a broad range of mining, financial and technological issues.
Nathan Kong, Engineer – Planning, Gold Fields Australia Pty Ltd

A vast array of interesting topics presented professionally throughout the four days.
Greg Cochran, Private Investor

It was great to get a holistic view of the current industry and developing trends that can be used for business planning in the coming year.
Peter James Eagleton, Chief Geophysicist and Business Optimizer, Eagleton Consultancy Services Pty Ltd

A fantastic collection of thinkers and leaders sharing their ideas and experiences on the path to transformation in mining. Its rare to attend events that are structured into technology, investment and regional development perspectives in one event.
Andre Garnaut, Business Development, The CloudMiner Ltd

IMARC really delivered. Great mix of industry professionals across education, operations, investment, government and industry suppliers.
Ross Carter, Manager Mining, Wirtgen Australia

Great opportunity to meet with the main players in innovation in mining.
Lex McArthur, CEO, Jolimont Global Mining Systems

IMARC provides a unique overview of the state of the mining industry. The three streams of technology, investment and operational excellence bring all key stakeholders together in one conference.
Craig Walkemeyer, Market Leader Energy & Resources, GHD

Good forum to share best practices and ideas to push industry forward.
Greg Baran, Director, American Express Global Business Travel

I was impressed by the overall quality of presentations and clarity of questions that they invoked.
Dominic Heaton, Masan Group

Very representative cross section of stakeholders participating & providing insight into the current state of mining.
Peter Carter, Industry Principal, Metals & Mining, OSIsoft

Excellent, insightful conference that covers a myriad of topics and mining applications. The showpiece for me personally were the technology related presentations both by innovators and end users.
Ron Vasey, Director Longwall Systems, Joy Global

IMARC has yet again delivered a world-class conference covering the topics of the day as well as predictive insight.
Craig Allen, Business Development Manager, Programmed Skilled Workforce

IMARC is certainly Australia’s leading industry event, and is set to become one of the central world mining conventions.
Robert Milbourne, Partner, K&L Gates

IMARC was a light bulb moment for me.
Andre Balt, General Manager Australasia, IMP Group

Good range of potential investors present. Very good networking opportunity.
Peter Reynolds, CEO, Resilience Mining Mongolia
SAVE THE DATE FOR IMARC 2017

Workshops
30 October 2017

Conference & Exhibition
31 October – 2 November 2017

Melbourne Convention & Exhibition Centre

Registration & Enquiries
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WWW.IMARCMELBOURNE.COM