new silk road forum

Victoria State Government

in association with

New Silk Road Forum

Australia and the New Silk Road: Opportunities for Mining Service Providers

Thursday 7th November 2013

Australia House, London

Invest Victoria

MELBOURNE

AUSTRALIA

phosphate
chrome
copper
diamonds
coal
zinc
cobalt
molybdenum
uranium
bauxite
manganese
gold
silver
tin
tungsten
lead
fluorspar
nickel
mineral sands
iron

Foreword from Geoffrey Conaghan, Agent General for Victoria

The Victorian State Government of Australia is delighted to be hosting 'Australia and the New Silk Road' at Australia House in London today.

Victoria has longstanding links to the UK market, with the Office of the Agent General for Victoria to the UK having first established a presence here in 1868. This era coincided with the birth of the Australian mining industry in Victoria following the discovery of gold in the State in the 1850s which saw our capital city of Melbourne become one of the richest cities in the world and lay the foundation for a strong mining and mining services economy. Today Melbourne serves as the headquarters for seven of the 25 largest ASX-listed mining, metals, energy and utilities companies led by Rio Tinto, BHP Billiton and Newcrest Mining, contributing an annual turnover of A$154 billion to our economy. To support this hub of companies Victoria has become a global leader in the delivery of product and service solutions for not only the Australian but also overseas resources sectors. Our mining services export revenue currently totals approximately A$17 billion.

Victoria, like Australia, is increasingly building its links between our State and growing markets in the Asia region. We currently maintain 10 representative offices across Asia, are hosting Premier-led super trade missions of up to 400 companies to markets including China, India and South East Asia and are consolidating both our ongoing commitment to Europe and our evolving focus on Asia into a strategy that ensures we are building a sophisticated and internationally connected economy for the future.

This week we celebrate Victoria Week UK 2013. This initiative is managed by the Victorian Government Business Office (VGBO) in London and showcases Victoria's capability and position as a premium place to invest and do business across a diverse range of sectors including mining services and technology.

The VGBO is operated by the State Government of Victoria and its investment agency Invest Victoria to help promote Victorian trade and investment in the region. Through a variety of programmes and business initiatives, the VGBO assists Victorian exporters and provides assistance to international companies and organisations to source products and services, business introductions and investment opportunities with Victoria. We welcome you to come and speak with us about your interest in doing business in Australia and Victoria.

Geoffrey Conaghan, *Agent General for Victoria*

T: 44 (0) 20 7836 2656 E: geoffrey.conaghan@invest.vic.gov.au

To find out more about trade and investment opportunities in Victoria please visit the Invest Victoria website at: www.invest.vic.gov.au

Foreword from Abradat Kamalpour, CEO, New Silk Road Forum

The New Silk Road Forum (NSR Forum), founded in 2011 and launched at the House of Lords, seeks to promote the development of links between governments, international financial institutions, corporates and professionals of various disciplines with the "New Silk Road" countries.

Traditionally, the "Silk Road" was known as a network of trade routes that linked commerce between Asia, the Middle East and Europe. The term "New Silk Road" has become an umbrella term to describe the increasingly important trade and economic links between the developed economies stretching from South East Asia to the Middle East, Central Asia and Europe.

The Forum acts to fulfill its objectives by establishing Sector Working Sessions to provide an environment for dialogue and to produce findings on areas which are of relevance and importance to the "New Silk Road". To that end, regular sector group focused events with input from leading experts have been held since the Forum's launch.

2013 has been a busy year for the Forum, with events to date including an Islamic Finance Session covering recent developments in the sector and exploring the abundance of opportunities in the New Silk Road nations for Shari'ah compliant financial services, a Tax and Accounting Debate which brought together panelists, practitioners and industry representatives to discuss their experiences of doing business along the New Silk Road under the existing national tax and accounting frameworks and an Infrastructure Working session that focused on opportunities in the infrastructure sector along the New Silk Road, the 21st century's key trade and energy corridor.

The Forum can count as strategic partners several regional business councils and associations, the Central Asia All Parliamentary Group, Deloitte, Fortress Investment Group LLC, FTI Consulting, Gas Strategies, the International Project Finance Association, the International Tax and Investment Center, KPMG, Sumitomo Mitsui Banking Corporation Europe Limited, TheCityUK and VSO International.

The Forum is in the process of planning a range of events for 2014, including a Law and Governance programme, further Tax discussions and a Financial Services event. I look forward to welcoming you at these events in what looks to be a busy and exciting year for the New Silk Road Forum.

Abradat Kamalpour, *CEO, New Silk Road Forum*

To find out more about The New Silk Road Forum, please visit the Forum's website at **www.nsrforum.com**

Supporting Organisations

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Agenda

8.30	**Registration**
9.00	**Welcome & Introduction**: Ben Tidswell, Chairman, Ashurst LLP
9.05	**Welcome Address**: The Hon. Mike Rann, High Commissioner of Australia
09.10	**Panel 1**: Countries of the New Silk Road: Addressing Local Requirements; Building Sustainable Mining Economies in Central Asian Markets
10.10	**Panel 2**: Australia: Leveraging Australian Know-How in the Mining Equipment, Services and Technology Sectors
11.00	**Closing Address**: Abradat Kamalpour, CEO, New Silk Road Forum

PANEL 1: Countries of the New Silk Road: Addressing Local Requirements; Building Sustainable Mining Economies in Central Asian Markets

Confirmed Speakers:

- Lord Waverley, Chair of the All-Party Central Asia Parliamentary Group and Chairman of the New Silk Road Forum (Chair)
- His Excellency Mr Kairat Abusseitov, Ambassador of the Republic of Kazakhstan
- His Excellency Mr Otabek Akbarov, Ambassador of the Republic of Uzbekistan
- His Excellency Mr Erkin Kasymov, Ambassador of the Republic of Tajikistan
- His Excellency Mr Tulga Narkhuu, Ambassador of Mongolia
- Masaru Honma, Director for Central Asia and Mongolia, European Bank for Reconstruction and Development

PANEL 2: Australia: Leveraging Australian Know-How in the Mining Equipment, Services and Technology Sectors

Confirmed Speakers:

- Geoffrey Conaghan, Agent General for Victoria to the United Kingdom (Chair)
- Andrew Killander, Vice President for Major Projects, Aconex
- Martin Kudnig, Energy and Resource Partner, Ashurst
- Tim Moody, Director Business Development, Rio Tinto
- Peter Sargent, Head of Transaction Banking- Europe, ANZ Bank

Speakers Biographies

The Hon. Mike Rann

The Hon. Mike Rann, former Premier of South Australia (2002-2011), was appointed Australian High Commissioner to the United Kingdom in 2012.

He served in the South Australian Parliament for more than 26 years including 22 years on the front bench. His 17 years as Labor Party Leader in South Australia is a record and he held a series of Ministerial portfolios between 1989 and 2012.

As Premier, he was also Minister for Economic Development, Sustainability and Climate Change, Social Inclusion, and the Arts. In 2008 he was National President of the Australian Labor Party. In 2007 he became the Inaugural Chair of the Council of the Australian Federation. Following his retirement from politics, the Hon. Mike Rann was appointed Professorial Fellow in Social and Policy Studies at Flinders University; Adjunct Professor in Public Policy, Carnegie Mellon University; Senior Visiting Research Fellow in Political Studies at the University of Auckland; and Senior Fellow for Democracy and Development at the Center for National Policy in Washington DC.

The Hon. Mike Rann has a Master of Arts from the University of Auckland and an Honorary Doctorate from the University of South Australia. In the 2009 New Year's Honours List, he was awarded the Companion of the New Zealand Order of Merit (CNZM).

Lord Waverley

An independent member of the House of Lords, Lord Waverley entered Parliament in 1993. He contributes regularly to Parliamentary proceedings on a wide range of topics including conflict and development and has travelled widely in Eurasia and beyond.

Lord Waverley chairs the six All-Party Parliamentary Groups for Central Asia, in addition to heading the regional Central Asian Group. He is also co-Chair of the British Mongolia Parliamentary Group and Vice Chair of the British Afghanistan All-Party Parliamentary Group.

He is an advisor to the Chairman of KazMunaiGaz and to the Chairman of the CCC Group, Chairman of the New Silk Road Forum and Honorary Co-Chairman of the International Tax and Investment Centre (ITIC), Chairman of Global Infrastructure Finance Initiative, Patron of the British Uzbek Society and Vice Chairman of the Britain Azerbaijan Business Council (BABC).

Lord Waverley is the grandson of Sir John Anderson, who served in Churchill's War Cabinet. He has also been honoured with State decorations from Kazakhstan, Kyrgyzstan and Colombia.

His Excellency, Mr Kairat Abusseitov

His Excellency, Mr Kairat Abusseitov was appointed Ambassador of the Republic of Kazakhstan to the United Kingdom of Great Britain and Northern Ireland in 2008.

Prior to this, Ambassador Abusseitov was Ambassador to the Swiss Confederation for 4 years. He has also held several positions with the Ministry of Foreign Affairs of Kazakhstan, including First Vice Minister, as well as several academic posts in the early part of his career.

Ambassador Abusseitov has a degree in historical studies from the Kazakh State University and holds a PhD from Moscow State University.

His Excellency, Mr Otabek Akbarov

His Excellency, Mr Otabek Akbarov was appointed Ambassador Extraordinary and Plenipotentiary of the Republic of Uzbekistan to the United Kingdom in 2007. He was subsequently also appointed as the Uzbek Ambassador to the Kingdom of Norway and to Ireland.

Ambassador Akbarov has held several positions within the Department of European Countries, part of the Ministry of Foreign Affairs of the Republic of Uzbekistan, including Head of Unit for the Department of Cooperation with Countries of Europe.

Ambassador Akbarov studied at the Faculty of Oriental Studies at Tashkent State University and undertook further studies at the Netherlands Institute of International Relations and at the Geneva Centre for Security Policy.

His Excellency, Mr Erkin Kasymov

His Excellency, Mr Erkin Kasymov was appointed Ambassador Extraordinary and Plenipotentiary of the Republic of Tajikistan to the United Kingdom in 2008.

Ambassador Kasymov has also served as Ambassador to Austria, the Swiss Confederation and Hungary. Previously Ambassador Kasymov held, amongst others, the position of Deputy Minister within the Ministry of Foreign Affairs and also Head of Department of International Organisations and International Law.

Ambassador Kasymov studied philology and oriental studies at Tajik State University.

His Excellency, Mr Tulga Narkhuu

His Excellency, Mr Tulga Narkhuu was appointed Ambassador of Mongolia in the United Kingdom of Great Britain and Northern Ireland in 2013.

Prior to this, Ambassador Narkhuu held several positions with the Ministry of Foreign Affairs of Mongolia, including Director of Department of International Organisations and Director of Department for Americas, Africa and Middle East as well as other diplomatic posts including at the UN, United States, China and Singapore.

Ambassador Narkhuu holds a degree from the Moscow State Institute of International Relations and holds a graduate Diploma from Monash University (Australia).

Geoffrey Conaghan

Geoffrey Conaghan was appointed Agent-General in 2013 and represents the State of Victoria, Australia in the UK, Europe and Israel. He heads the Victorian Government Business Offices in London and Frankfurt working to maximise investment and trade opportunities for the State of Victoria.

Geoffrey was previously Victoria's Commissioner to India 2009-2013, responsible for launching an ambitious engagement programme with India underpinned by a series of trade missions that were the largest Australian delegations ever to visit India.

Between 1985 and 2009, he held a variety of senior positions in the commerce, education, tourism and aviation sectors including serving five terms on the Board of Tourism Victoria.

Masaru Honma

Masaru Honma joined the European Bank for Reconstruction and Development (EBRD) in August 2002 as Director for Central Asia, based in London.

After his graduation from Kyoto University, Mr Honma joined the Ministry of Finance of Japan where he dealt with economic policy, banking supervision, taxation and state property management. Later, he held various positions relating to transition economies, including that of a Councillor and Head of Economic Section at the Japanese Embassy in Hungary, Advisor to the Minister of Finance of Poland and Head of Outreach Unit for Financial Sector Reforms in the OECD.

During the height of the Japanese financial crisis, Mr Honma was engaged in financial supervision including as Director for Inspection Division and Chief Public Relations Officer of the Financial Supervisory Agency and Director General in charge of strategic planning, budget, human resources and international affairs of the Deposit Insurance Corporation.

He is the author of several books and numerous articles on banking supervision, bank failure resolution and on transition economies including most recently "Deposit Insurance and Bank Failure Resolution: International Comparison" (Toyo Keizai Publisher, 2002).

Abradat Kamalpour

Abradat Kamalpour is a finance partner with Ashurst LLP in London. He has extensive experience in securitisation, debt capital markets and structured finance transactions. Abradat is the head of the Emerging Markets and Islamic Finance Desk of the Securities and Derivatives Group. Abradat has one of the leading emerging markets practices in the market and is the CEO and Founder of the New Silk Road Forum.

Abradat has been at the forefront of structuring Shari'ah-compliant capital markets and securitisation transactions, transforming non-compliant structures into instruments acceptable to Islamic investors and he has been ranked as a leading lawyer for Banking and Finance (Islamic Finance) by Chambers UK 2014 and has been named as a Leading Individual in Islamic finance by Legal 500 UK 2013. He is also ranked as one of the world's top 25 pre-eminent Islamic finance practitioners in Expert Guides, Best of the Best 2011 and was named a Leading Lawyer by Islamic Finance News (2012). Abradat was also included in The Lawyer's Hot 100, 2008 of the 100 legal professionals to watch as well as being a key member of the team that won the Euromoney award for Best Global Islamic Finance Legal Advisor 2006-2007.

Andrew Killander

Andrew Killander is Vice President, Major Projects, at Aconex, with global responsibility for strategic accounts. Prior to Aconex, he held management positions at IBM, IMC and ECINet. Andrew earned a Master of Science degree in Mechanical Engineering from the Royal Institute of Technology in Stockholm, Sweden.

Aconex provides the world's most widely used Software-as-a-Service (SaaS) platform for managing information, processes and people throughout the lifecycle of construction and engineering projects across mining, infrastructure and other heavy industries. The company is currently supporting hundreds of mining projects globally, many in very remote areas. Its industry client base includes five of the world's top 10 mining companies, as well as a number of tier-two miners production and exploration firms active in Asia and Africa.

Martin Kudnig

Martin Kudnig is a partner within Energy, Resources and Infrastructure at Ashurst LLP in London (on secondment from Australia).

Martin's practice includes the acquisition and disposal of mining and oil and gas assets, as well as infrastructure and resources/energy project development. He also works on the preparation and review of sale and purchase agreements, joint venture agreements, commodity sales agreements and construction contracts for major infrastructure and resources and energy projects.

Martin has been involved in numerous major projects in the resources sector, including the iron ore joint venture between Hamersley Iron and Shanghai Baosteel Group in the Pilbara region of Western Australia.

Tim Moody

Tim Moody is a Director for Rio Tinto Business Development based in London. Tim has been in his current role since 2009 and with the Rio Tinto Group for 22 years and has more than 30 years of experience in the mining industry, including Australia, Europe, Africa, South America and Asia. Tim was Managing Director for Rio Tinto Exploration from 2005 to 2009 with responsibility for mineral exploration activities in the Asia Region, including the countries of the former Soviet Union, China and the Middle East.

Tim has a BSc (Hons) in Geology & Geophysics from the University of New England in Australia and is a Fellow of the Society of Economic Geologists.

Peter Sargent

Peter is Head of Global Loans and Transaction Banking, Europe for Australia and New Zealand Bank tasked with devising and driving regional strategy and executing against the Global Loans and Transaction Banking business plan.

He joined ANZ from Lloyds TSB where he was Head of Sales for Corporate Transaction Services. Peter spent 7 years at Citigroup as Head of Trade Sales, Europe, where he was responsible for leading the bank's sales to European and global corporate clients. He joined Citi from ABN Amro where he was head of UK Trade for Commodities, Export Credit and Trade Finance.

He has previously acted as an adviser to the UK Government on trade policy matters.

Ben Tidswell

Ben Tidswell was recently elected Chair of the new fully-integrated global law firm Ashurst.

Ben joined Ashurst in 1993 and has been a partner in the London-based Dispute Resolution team since 2000, specialising in complex commercial litigation. He has particular expertise in finance disputes and regularly acts for major financial institutions. Ben also specialises in antitrust litigation and telecommunications and media disputes.

Ben was a member and Chair of the New Partners Committee from 2004 to 2007 and has been a Board member of Ashurst LLP since 2007.

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