

mining news

December 2017 | Edition 10

Seasons Greetings

Wishing you all the joys of the season and happiness throughout the coming year.

We thank you for your valued contribution over 2017 and look forward to sharing a prosperous 2018.

***PLEASE NOTE: THE OFFICE WILL BE CLOSED
22ND DECEMBER - 15TH JANUARY**



From the Director...

With relationship building at the forefront of our strategy, Duratray has seen some great success with their recent presence in the Russian market - a valued platform for growth for the company. Recent deliveries have included 10 Duratray XP Design bodies to the biggest iron ore company in the region with a further 15+ on their way, a real achievement given the office opening a short 6 months ago. We see this market as a huge opportunity to continue our growth pattern in the mining industry worldwide.

South Africa has seen similar success since the launch of the Johannesburg office earlier this year. We have experienced increased activity in 2 of the largest mining operations in Zambia resulting in the order of 2 fleets. Potential clients have been engaged in Mozambique and Ghana where they are exploring an alternative to increase their productivity by 20% - a true reflection of our technology!

Key attributes of the Suspended Dump Body have been taken full advantage of in the Northern Territories of Canada. This year we have increased our fleet with a major player, helping them increase the life span of their equipment and handle the temperatures during the winter season - reaping the reward of our carry-back and abrasion resistant qualities.

From 1974, Duratray have had a proud association with Europe, a captivating market with many operations and growth opportunities. Recently supply contracts have been signed with Germany and Switzerland, cementing our focus on innovation and technology. Furthermore, in collaboration with KUHN Mine, Switzerland we will be launching the first lithium powered truck in January 2018. The technology and innovation found in the Duratray SDB will provide an excellent complementary edge for the project's ambitions to become a carbon-footprint reducing, low-noise, economically friendly industrial EV, or, as we like to call it, "a whole green truck".

- Marcelo Medel, Managing Director



INVEST IN THE NOISE REDUCTION SOLUTION: DURATRAY

Duratray International has seen some fantastic recognition in recent times with multiple accolades. Obtaining finalist position in both the **Governor of Victoria Export Awards** and **Australian Mining Prospect Awards** for their Community Interaction and Environmental benefits.

The **Governor of Victoria Export Awards** (GOVEA) is one of the most prestigious business awards in Victoria. GOVEA rewards and recognises Victoria's most successful and innovative exporters and gives them the stamp of international success. October 16, located in Kings Domain, Melbourne, the prestigious Government House hosted an evening of celebration - surrounded by many successful contributors and worthy winners.

On the 25th October, The Ivy Ballroom hosted a wonderful evening

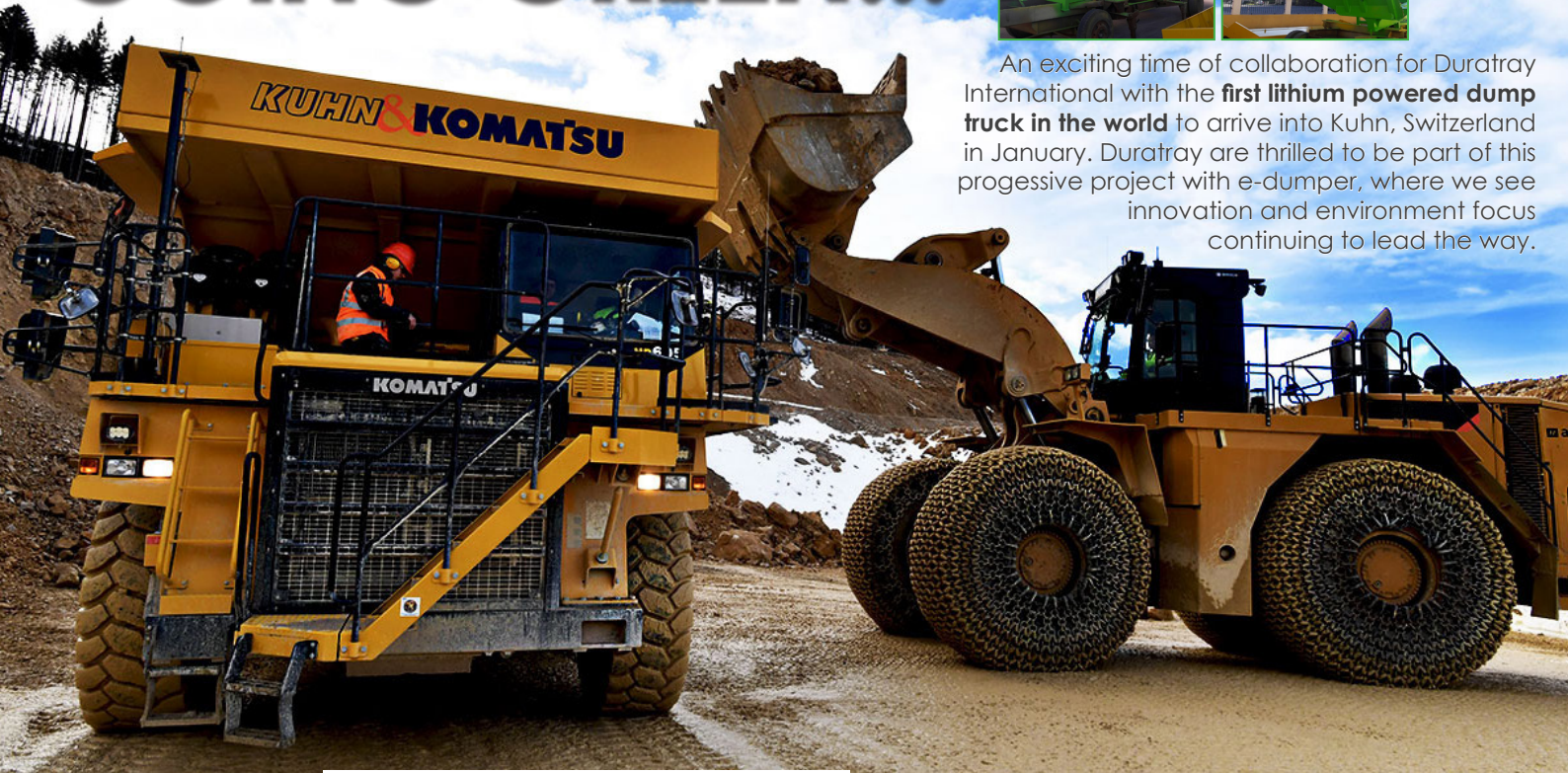


confirming the sector remains vibrant and innovative. For more than a decade the **Australian Mining Prospect Awards** have been the only national awards program to reward those who are excelling and going above and beyond, recognising and rewarding innovation. A proud moment for Duratray and high hopes for returning in 2018. The **Australia-Latin America Business Council** promotes, encourages and facilitates commerce, trade and investment between Australia and the countries of Latin America. The evening of 30th November brought together this linked community with their annual Business Excellence Awards. An exciting night of accolades and networking.

GOING GREEN...



An exciting time of collaboration for Duratray International with the **first lithium powered dump truck in the world** to arrive into Kuhn, Switzerland in January. Duratray are thrilled to be part of this progressive project with e-dumper, where we see innovation and environment focus continuing to lead the way.



Activity



**INTERNATIONAL
MINING AND
RESOURCES
CONFERENCE**
30 OCT – 2 NOV 2017



MiningWorld
Central Asia



**2017 NSW MINING
HEALTH SAFETY
ENVIRONMENT
& COMMUNITY
CONFERENCE & AWARDS**



MiningWorld
Russia

IMARC Joining the Victorian Government Pavilion, Duratray International thoroughly enjoyed Australia's largest mining event. It brought together 4000 decision makers, policy makers, investors, commodity buyers, technical experts, innovators and educators from over 80 countries for four days of learning, deal-making and unparalleled networking. The Gala dinner was a wonderful evening of networking and engagement, enjoyed by all.

Mining World Central Asia Embracing the success into this new region, Duratray joined the largest and most respected in Kazakhstan and Central Asia international exhibition of mining combining leading manufacturers and specialists and providing a full complex of technologies and services for mining.

NSW Mining HSEC Conference and Awards

The biggest event for the NSW mining industry each year, sharing leading practice and celebrate excellence and innovation. As an exhibitor, Duratray International showcased

their significant point of difference within the industry with their staple product the Suspended Dump Body as centre stage.

Austmine The biennial conference returned to Perth, WA in May 2017 with a new theme: Mining's Innovation Imperative. A perfect fit for Duratray's vision and mission. Key presentations and discussions on the future of technology, people and the industry, this conference was an excellent opportunity to engage and collaborate with mining leaders.

Mining World Russia For the first time Duratray was a participant at MiningWorld Russia Expo which was held in Moscow at the end of April. Duratray's impressive display was one of 265 companies exhibiting over the 3-day event, which attracted 15,000 attendees through the doors. Here, many important meetings were conducted with major Russian mining companies, resulting in full support of Duratray's new Russian branch business plan.



PERU



Representation agreement has been signed by CSRSA-Limitada, Peru. Duratray has recently conducted visits to potential clients such as MMG Las Bambas, Buenaventura Mining, and San Martín contractors. Engineers from Chile attended and new proposals are being prepared for various projects in 2018. Perú represents one of the largest and fastest-growing mining markets in the world. Duratray already has a KOM930 fleet at Toquepala copper mine, and the company aims to extend that presence in future.

GLOBAL NEWS



RUSSIA

During recent months the Duratray engineering and projects teams have successfully delivered ten (10) units of Caterpillar 793D steel dump bodies to the Severstal Steel company at their Kostomuksha iron ore mine which is located 50km from the Finland border in north-western Russia, in the Republic of Karelia. The effort has included visits by Duratray employees Lenny Barraza, Pablo Rossi, Steve Hall and Denis Mashenskikh. The tasks for the next few months will focus on manufacture and delivery of sixteen (16) additional units, with work already underway at two local fabrication facilities, and continuing our growth and presence in this market.



AUSTRALIA

Recent successful deliveries in Australia of the Duratray SDB and Duratray XP designs have concluded in both Eastern and Western Australia, with some of the largest payload machines in recent times. Another long term user of the Duratray SDB is also due to increase their fleet adding to the existing 34 bodies with a change out program to be in place following the successful delivery with our manufacturing facilities in Melbourne gaining support from both Australian and Chinese facilities for the delivery. Duratray's head office and rubber manufacturing facility in Bayswater has recently seen an upgrade of the facilities; a considerable achievement that will prove fundamental in the next steps of major tooling and machinery upgrades to follow as we develop designs and efficiencies for manufacture for all types of future orders.



SOUTH AMERICA

The latest focus throughout South America has seen our fabrication and maintenance contracts signed for the major players in the Chilean mining industry - AngloAmerica, BHP, Rio Tinto, Barrick, Codelco and AMSA. Among this push into the market we have successfully delivered a new CAT793 fleet for Cerro Colorado, New KOM960 fleet for Escondida, New CAT793 fleet for Centinela, PH4100 fleet for Centinela, PH4100 fleet for Antucoya, Bucyrus 495HR for Sierra Gorda and other holding equipment for Centinela in its Letorneau fleet. Recent times has seen this region show an optimistic attitude throughout the industry. This has made way for the approval of new projects and deeper budgets, which certainly further the production activity along with its investment for the years to come.



AFRICA

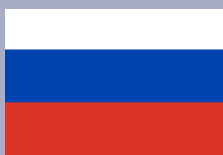
The signs of improvements to the mining industry locally continued throughout the last few months, and it remains positive as we move forward into 2018. In addition to higher commodity prices and stronger demand for new mining equipment, Duratray is also active in the sale of replacement bodies based on the efficiency gains made available through the use of our customised products. For example, a major copper producer In Zambia has started replacing their OEM bodies with high-productivity customised Duratray bodies in their haulage fleets of electric and mechanical dump trucks. In February 2018, Duratray will be exhibiting at Indaba Africa. Located in Cape Town, South Africa for over 20 years, this event unites investors, mining companies, governments and other stakeholders from around the world to learn and network, all toward the single goal of advancing mining on the continent.



Austmine, in conjunction with Austrade, recently completed our Ghana Mining Mission, leading a delegation of mining equipment, technology and services (METS) companies to explore prospective opportunities in the gold sector. The Australian delegation, comprising of Safescope, Duratray, Global Communication Services (GCS) and Palaris, undertook a range of meetings and site visits to operations at Newmont, AngloGold Ashanti and Gold Fields.

The miners showed great interest in the innovative products and services offered by the delegation, which provide potential solutions to a number of challenges they are facing on site, including safety, cost, productivity and connectivity.

Ghana is a market that presents remarkable opportunity for Australian METS to transfer technologies and expertise. Whilst the local industry has capability in supplying basic products and services, they do not have the sufficient capacity or knowledge to offer a more sophisticated, end-to-end offering for clients. This leaves a major gap in the market for overseas suppliers, of which Australian METS should look at filling.



During June-July this year (the northern summer) Duratray, along with seven other Australian METS companies, participated in a market exploration mission managed by Austmine to Russia. The mission first toured gold mines of Polyus Gold and GV Gold groups in Siberia, visiting cities of Krasnoyarsk, Irkutsk and Bodaibo. Subsequently the group moved to Moscow, where meetings were held with SUEK Coal, Russian Platinum, Highland Gold, Norilsk Nickel and others.

Presentations and discussions by Duratray were well-received, and potential customers were pleased to hear that steel component manufacture is being undertaken in Russia.



Innovative International Invested

- **Community Focus**
through Accountability
- **Better World**
through New Technology
- **Leading**
through Innovation



**Reducing Noise Pollution
by 10 decibels**

Unlike regular truck bodies, Duratray's Suspended Dump Bodies are designed to reduce loading impact. Successfully reducing loading noise by up to 10 decibels, the Duratray Dump Body increases payload and improves productivity.

**Duratray is committed to bridging the gap
between mines and their local community.**