

Export Opportunities resulting from the Expanding
PNG Mines & Energy Projects

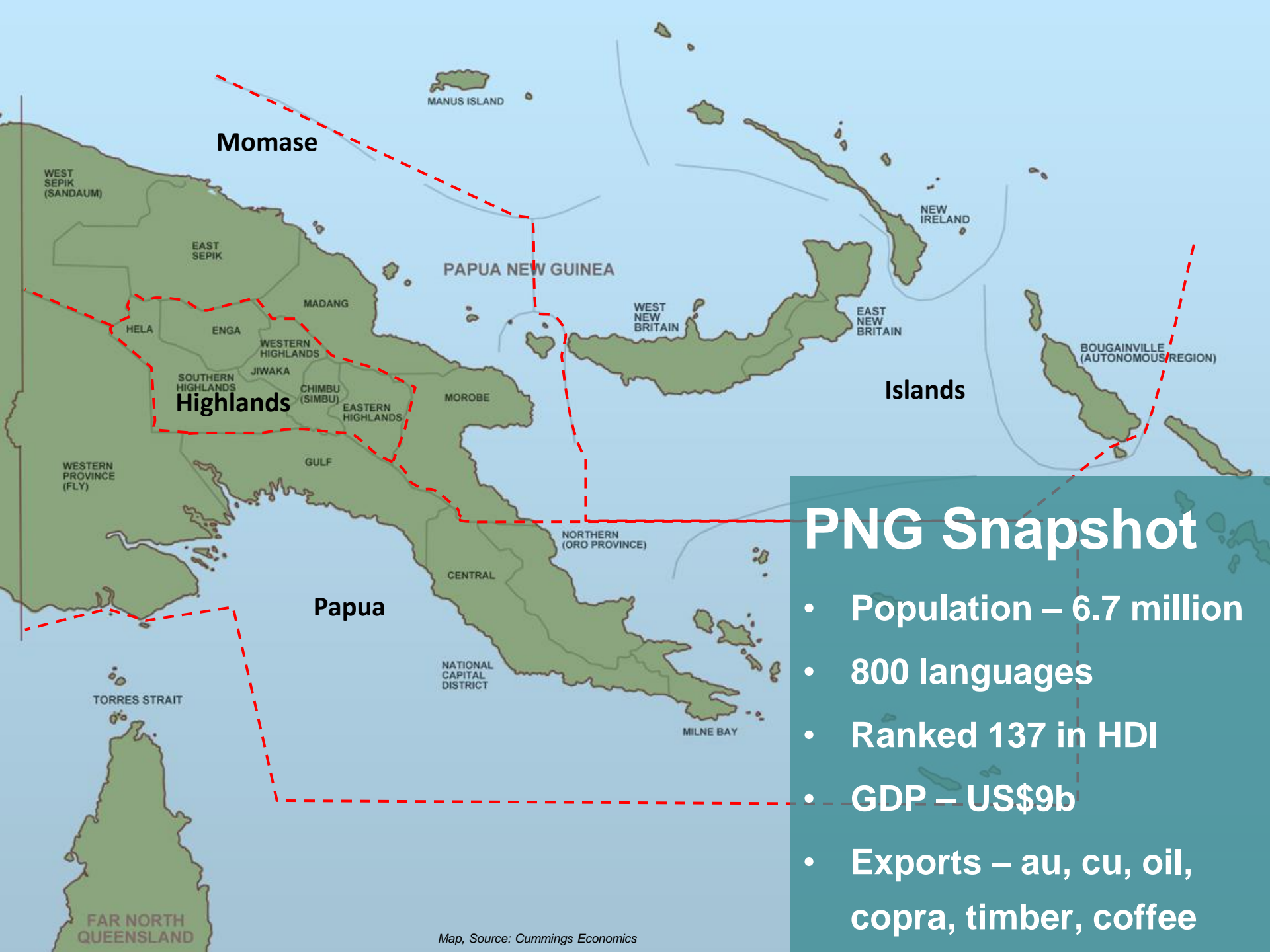
Jeremy Blockey, Queensland's Special Trade Representative to PNG
Cairns Mining Conference, 7 October 2011



Agenda

- Snapshot PNG/Resource Sector
- Cairns-PNG Connections
- Opportunities
- Doing Business in PNG
- Qld Initiatives in PNG
- Questions



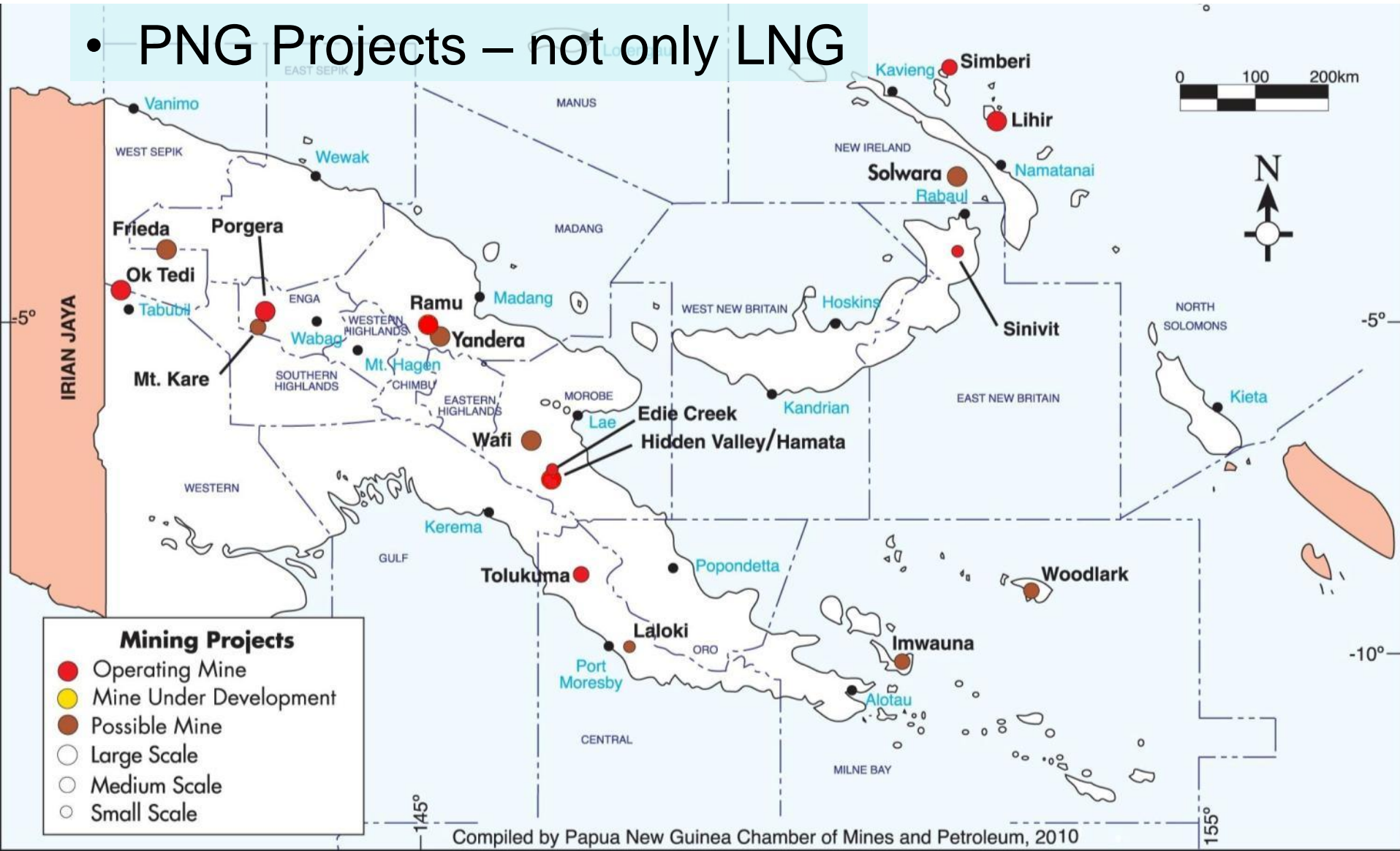


PNG Snapshot

- Population – 6.7 million
- 800 languages
- Ranked 137 in HDI
- GDP – US\$9b
- Exports – au, cu, oil, copra, timber, coffee

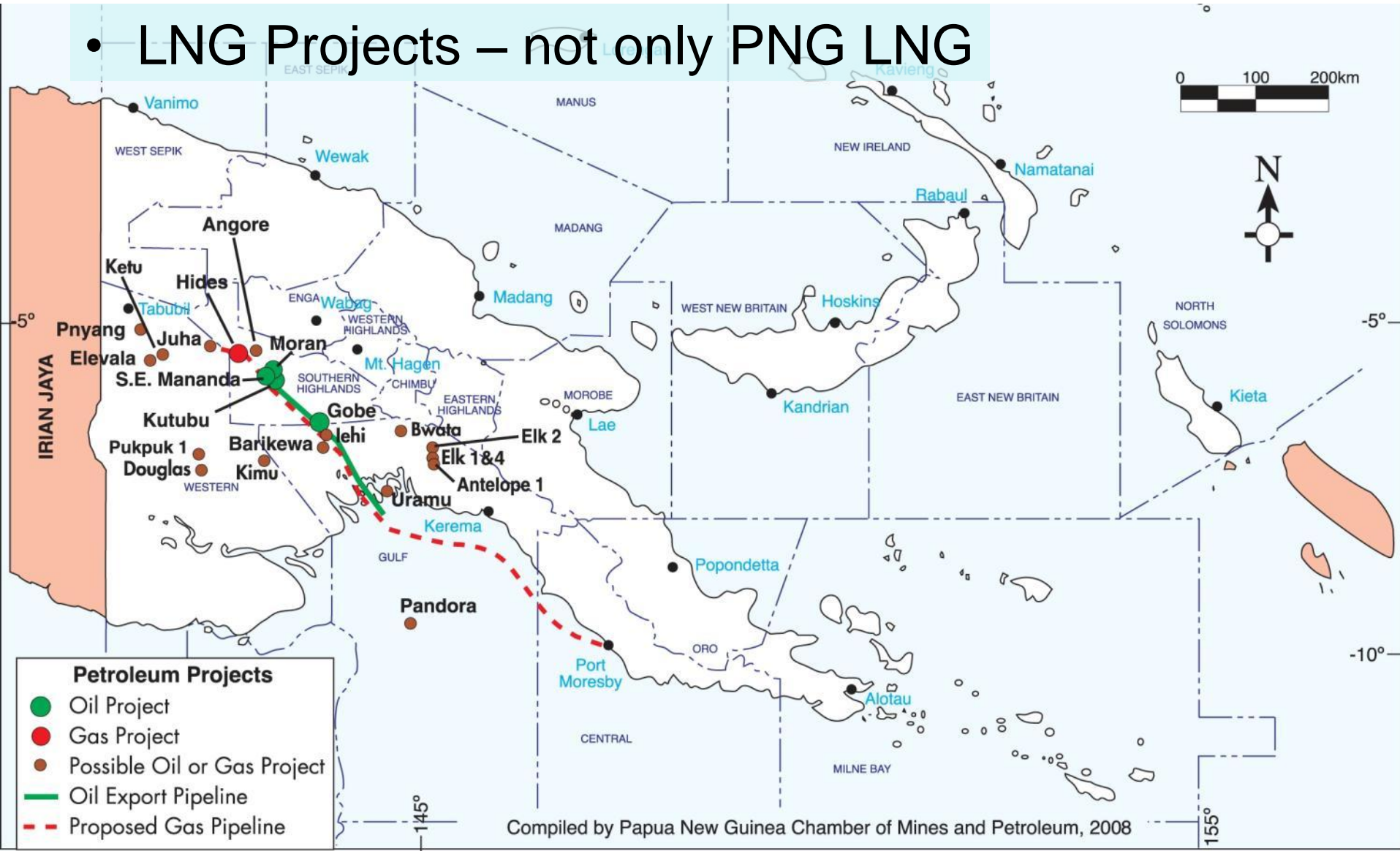
Growth – Resource Sector

• PNG Projects – not only LNG



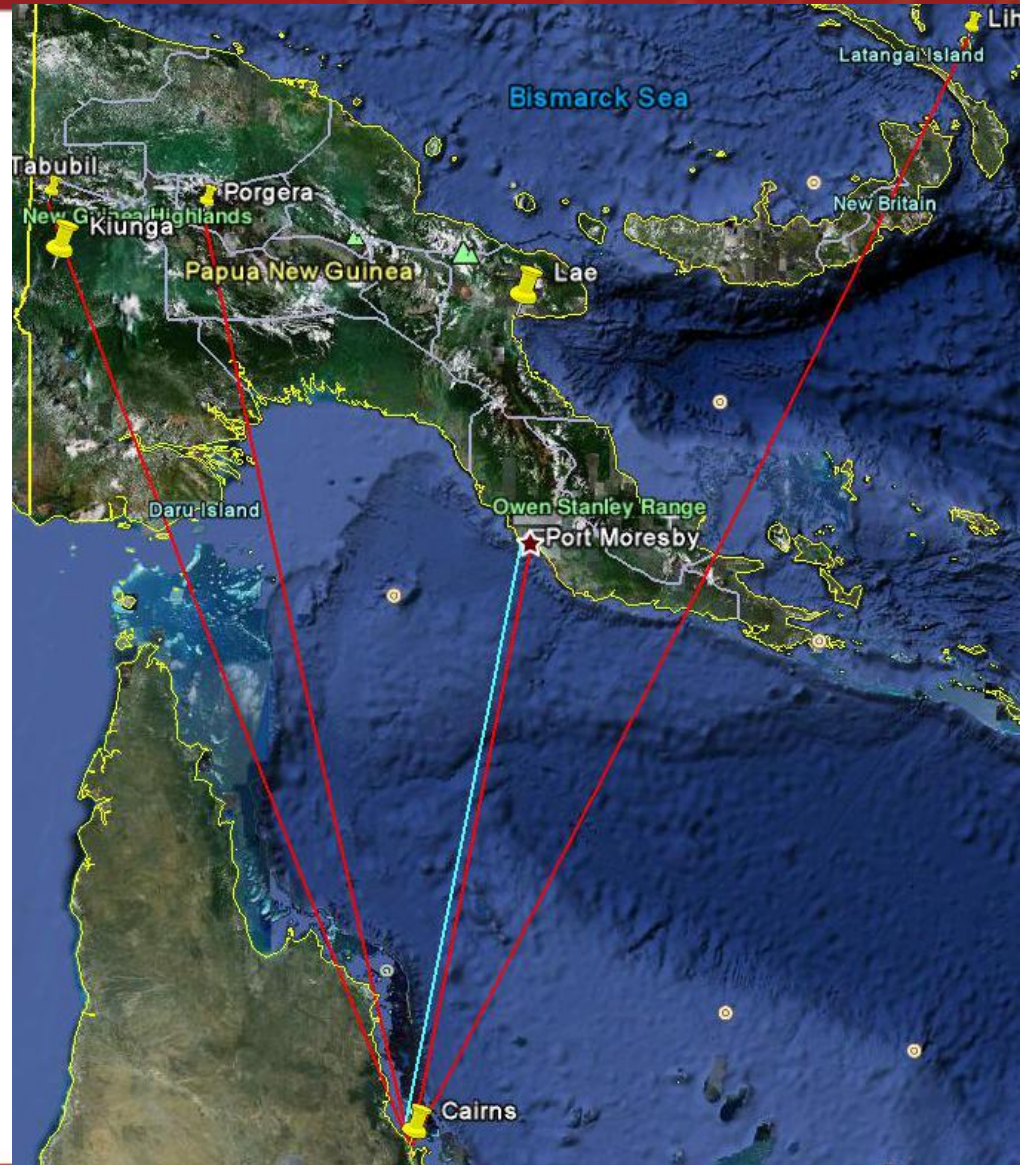
Growth – Resource Sector

- LNG Projects – not only PNG LNG



CNS-PNG

- Air: POM + Mine sites
- Shipping: POM
- History of PNG Trade
- Cultural Links – 2,000
PNG born live in Qld



Opportunities

- Training & Education
- Labour – Recruitment
- Advisory Services



Opportunities

- Construction – Commercial
- Civil works – infrastructure, water/waste
- Camps – Fresh Produce



Doing Business in PNG

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- Visas
 - Security
 - Accommodation
 - Living
 - PNG company registration vs JV partnerships
 - Freight: Logistics / Costs / Frequency

Qld's Special Trade Rep to PNG

- Broaden Qld's interests in PNG
- Part-time position, based in Cairns
- Supported by Trade & Investment Qld
- Trade missions
- Export support

Other Sources of Support

- Trade & Investment Qld / TradeStart
- Austrade
- PNG Agencies
- Business organisations
- MoUs

Conclusion

- Special trade relationship
 - Closest supply point to PNG
 - Qld Govt Commitment
- **Resource projects in PNG – CAN help the region prosper**

Thank You

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