

Cairns Mining Conference 2013

Ports North Presentation

- i) “Our Ports serving the Mining Sector” &
- ii) “How Tradelinked Cairns – PNG can support your business”

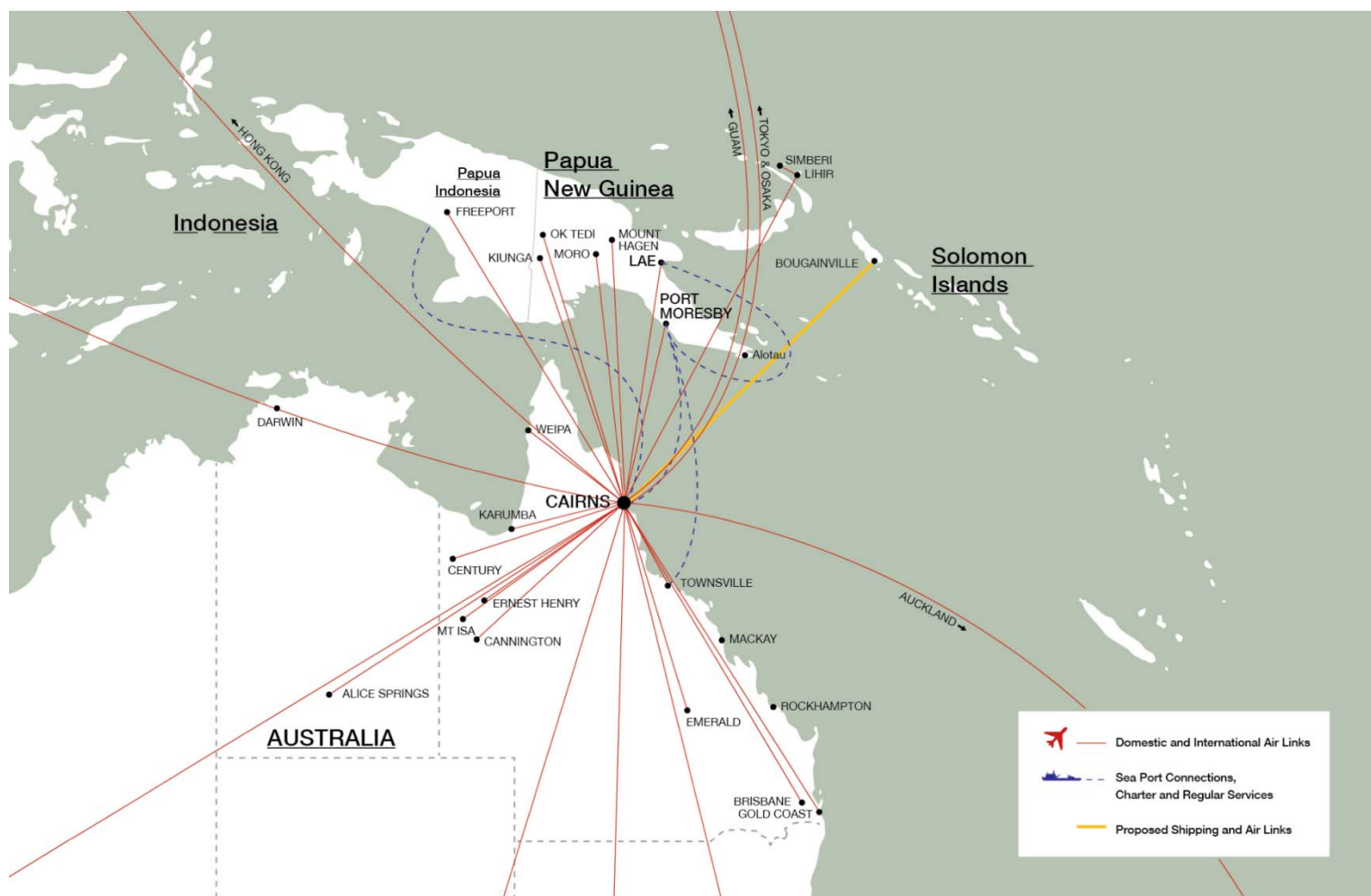
Business Development Manager

Michael Capper

QUEENSLAND PORT NETWORK



Strategic Location: Close Proximity & Excellent Connectivity



Port of Cairns



Port of Mourilyan

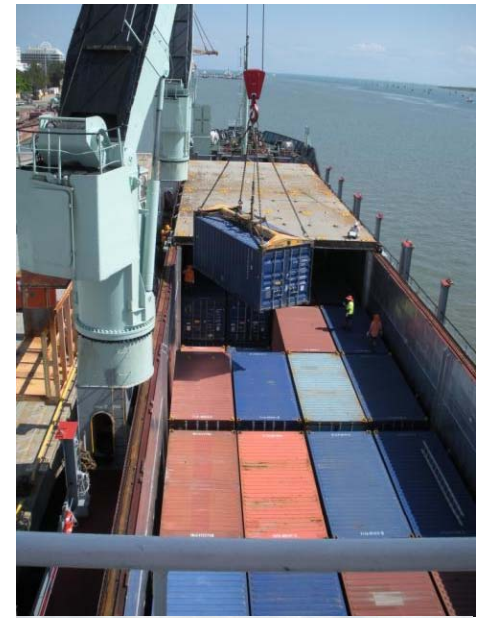


Current Port Capabilities

- Port capacity for bulk and containerised cargos at both Cairns and Mourilyan
- Established history as marine base and logistics supply hub to Mining and Regional Communities
- Port and Stakeholders experienced in hosting and servicing ships and barging operations supplying:
 - Freeport Grasberg Mine, Indonesia (Since 1975)
 - Weipa
 - Project Mine Cargos (Cape Flattery, GEMCO Grooyte Island, Rio Tinto Weipa)
 - Thursday Island
- Port of Mourilyan: 3 hours sailing time south
 - SSAN import/export approval for 3000 tonnes

Port of Cairns: Current Capability

- Key Benefits:
 - Lack of congestion allowing scheduled shipping service
 - Established logistics and supply chains to the region
 - Proximity to PNG can reduce sailing time and onsite inventories
 - Current heavy duty wharves and barge ramp ready to go
 - Heavy Duty wharf 7/8 - handles 35 tonne dock FLT and 200T Mobile Crane
 - Existing infrastructure handles annually
 - **18,000 TEU**
 - **140,000 Tonnes General Cargo**
 - Capacity to expand wharf and barge facilities to cater for future needs

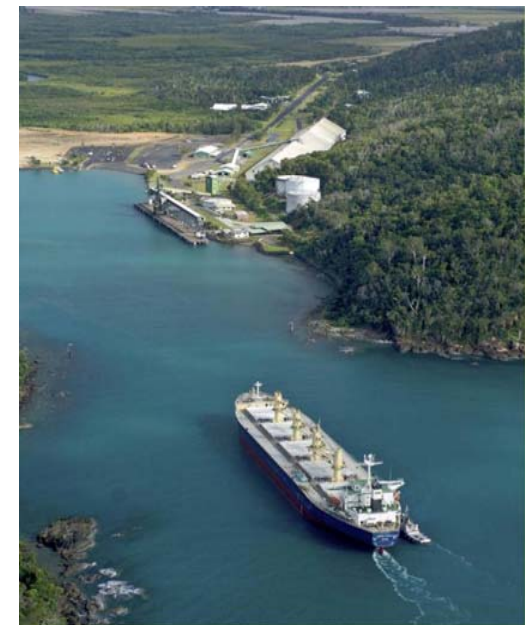


Exports from Mourilyan



Port of Mourilyan: Current Capability

- Key Benefits:
 - Lack of congestion with capacity through existing wharf without wharf expansion
 - Land for bulk storage facilities
 - B/Double Transport access to the Tableland via the Palmerston Highway. Rail corridor 12Km
 - Current heavy duty wharf ready to go for conveyor or rotainer operations
 - SSAN import/export approval for 3000 Tonnes





Tradelinked

CAIRNS & PNG



TRADELINKED

A group of like-minded businesses and organisations across the two regions wishing to partner to increase business

Cairns and Papua New Guinea Working together



Tradelinked
CAIRNS & PNG



www.tradelinked.net

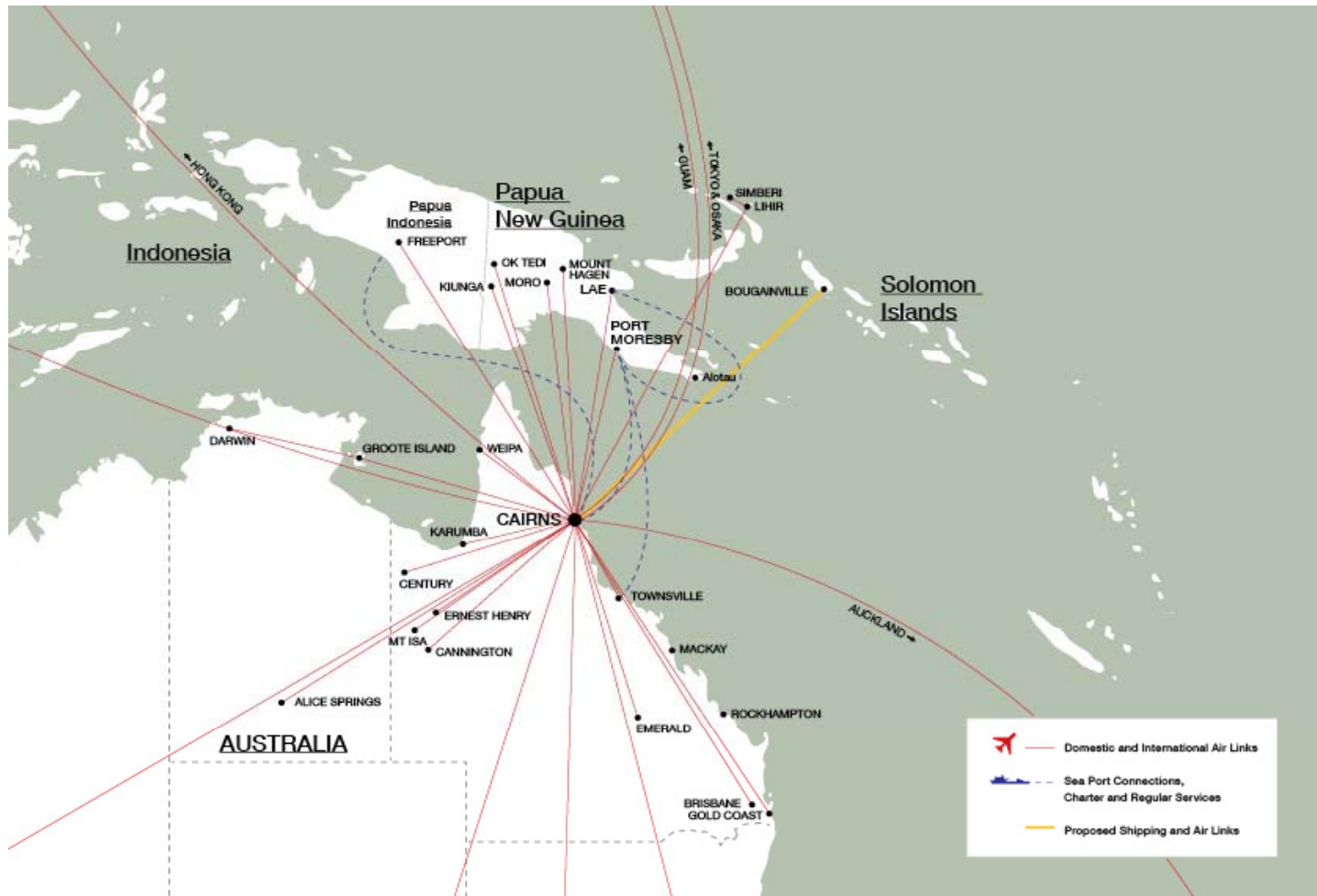
GOAL

To foster and build upon Cairns' capability as a significant trading partner with PNG and support trade growth between PNG and Cairns businesses

OPPORTUNITIES

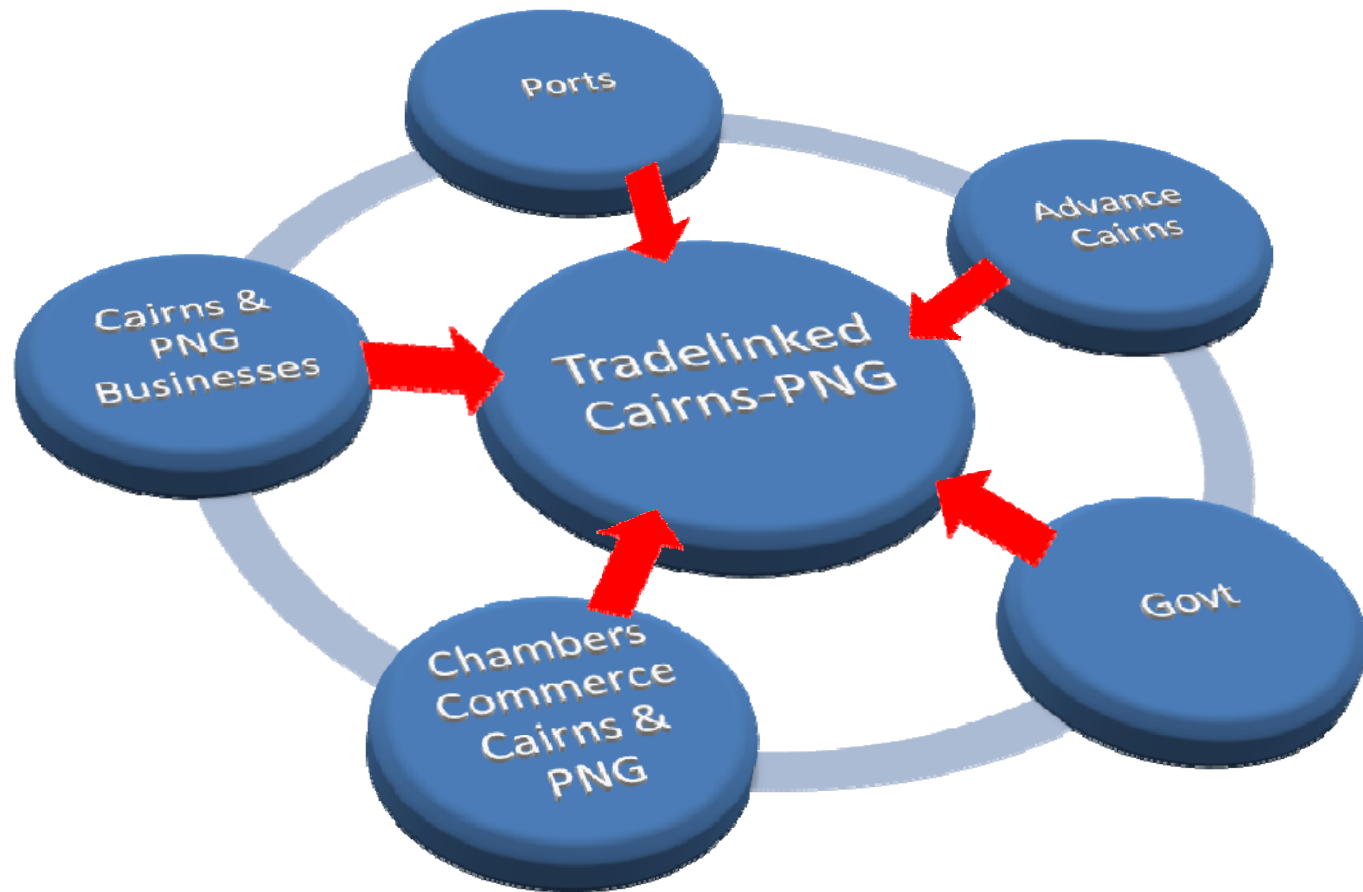
- Exxon Mobil PNG LNG Royalties flowing through from 2015
- Future LNG Projects -Talisman Energy & InterOil
- New Mining - Frieda River – Xstrata / Highlands Pacific; Yandera – Marengo Mining and Wafi Golpu, Bougainville Copper
- Cashed up PNG Super Funds
- Cairns hosting 2014 Australia PNG Business Council Forums
- Pacific Games in Port Moresby 2015
- Increased cross regional investment
- Mutual export market development

TRANSPORT LINKS



TRADE LINKS

Working together
Regionally



MONTHLY NETWORKING & COLLABORATIONS



- Lae Chamber of Commerce & Industry
 - Aust-PNG Business Council
- Port Moresby Chamber of Commerce & Industry
 - Austrade
- Trade and Investment Queensland
 - Bank of South Pacific
 - PNG Post Courier
- Inflight Publishing (Aust-PNG Mining Trade Expo)

WEBSITE

[HOME](#)[EVENTS](#)[NEWS](#)[DIRECTORY](#)[RESOURCES](#)[KEY LINKS](#)[CONTACT](#)

Tradelinked: connecting Cairns and Papua New Guinea

Cairns and PNG are ideally positioned to be trade partners. Economic, social and cultural links are strong, and the respective Chambers of Commerce

Tradelinked aims to:

- develop strong links between Cairns and PNG
- connect businesses throughout Cairns and PNG
- provide timely and relevant information to businesses

Tradelinked offers:



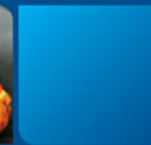
FIND A BUSINESS BY CATEGORY

in

The regions of
Papua New Guinea
and Far North Queensland, **Cairns**

taylor-made logistics solutions

TRANSPORT | CATERING | WAREHOUSING

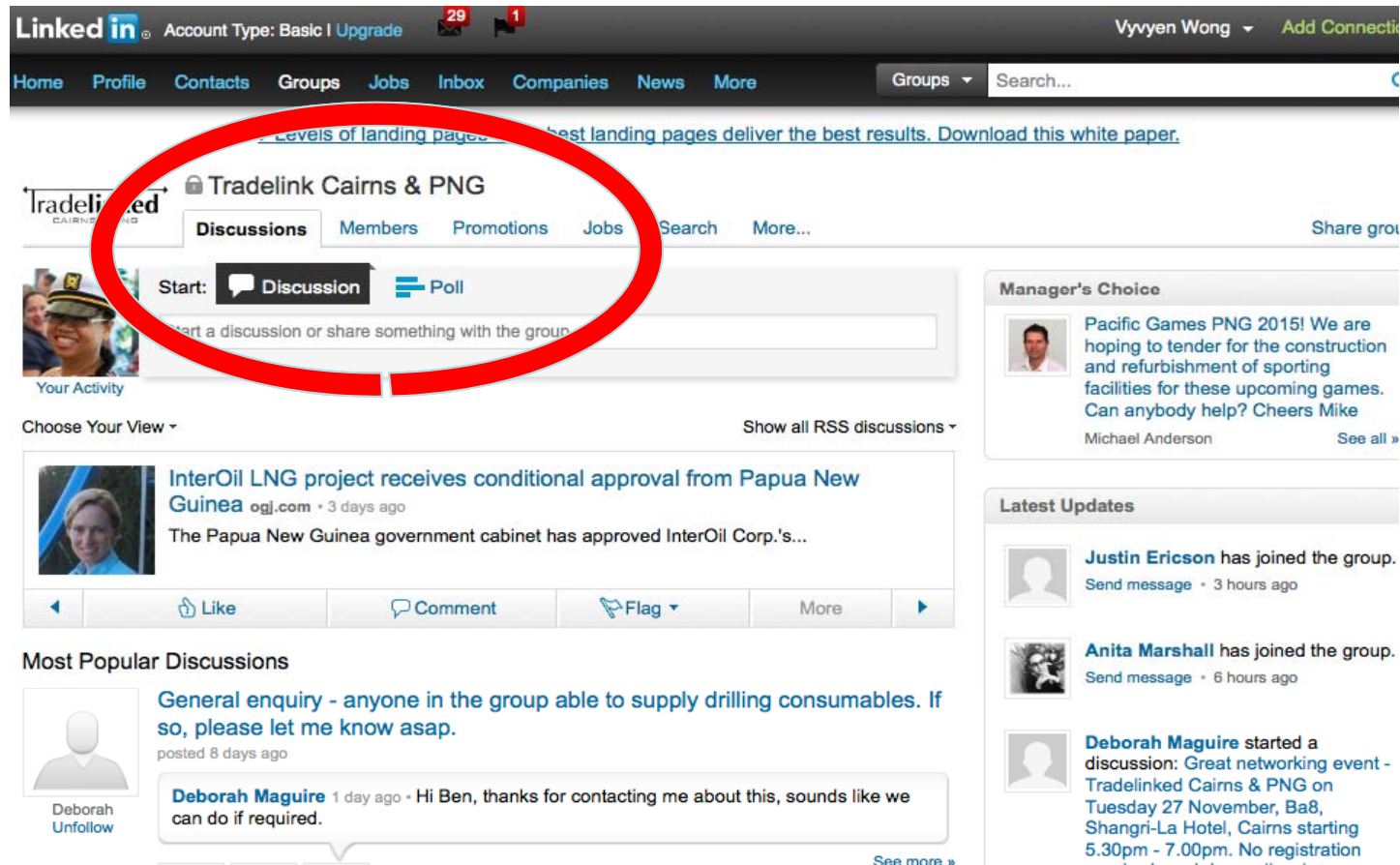


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ONLINE ENGAGEMENT



LinkedIn Group



The screenshot shows the LinkedIn interface for the 'Tradelink Cairns & PNG' group. The top navigation bar includes 'Home', 'Profile', 'Contacts', 'Groups', 'Jobs', 'Inbox', 'Companies', 'News', and 'More'. The 'Groups' tab is selected, and a search bar is visible. The group name 'Tradelink Cairns & PNG' is prominently displayed. Below the group name, the 'Discussions' tab is highlighted with a red circle, along with the 'Start' button and the 'Poll' button. The 'Start' button is labeled 'Discussion' and 'Poll'. Below the 'Start' button, there is a text input field for starting a discussion or sharing something with the group. The 'Your Activity' section shows a post from 'InterOil LNG project receives conditional approval from Papua New Guinea' with a photo of a woman. The 'Most Popular Discussions' section shows a post by 'Deborah Maguire' titled 'General enquiry - anyone in the group able to supply drilling consumables. If so, please let me know asap.' The 'Manager's Choice' section shows a post by 'Michael Anderson' titled 'Pacific Games PNG 2015! We are hoping to tender for the construction and refurbishment of sporting facilities for these upcoming games. Can anybody help? Cheers Mike'. The 'Latest Updates' section shows two posts: 'Justin Ericson has joined the group.' and 'Anita Marshall has joined the group.'.



OUTCOMES

MAY'12

- Exhibited at the 28th Australia –PNG Business Council Forum & Trade Expo

JUL'12

- Partnered PNG Gas Development Conference in Cairns

SEP'12

- One-on-One industry discussions with key mining company wishing to procure out of Cairns
- Partnered with 'PNG Post Courier' on sale in Cairns through local newsagents. Courier attended networking events and feature Cairns businesses on a regular basis.

OCT'12

- Exhibited at the inaugural Aust-PNG Mining Resources Expo

JUN'13

- Hosting the Business Centre at the 2nd Aust-PNG Mining Resources Expo

ACTION

- **Get involved with Tradelinked ...Its FREE**
- Join the networking events – meet with other businesses
- **Showcase your business to potential customers**
- Register on Tradelinked's online database
- **Join and use the great resource that is our 'Linked-In' Group**
- info@tradelinked-cairns-png.com



www.tradelinked.net



Thank you



Michael Capper

