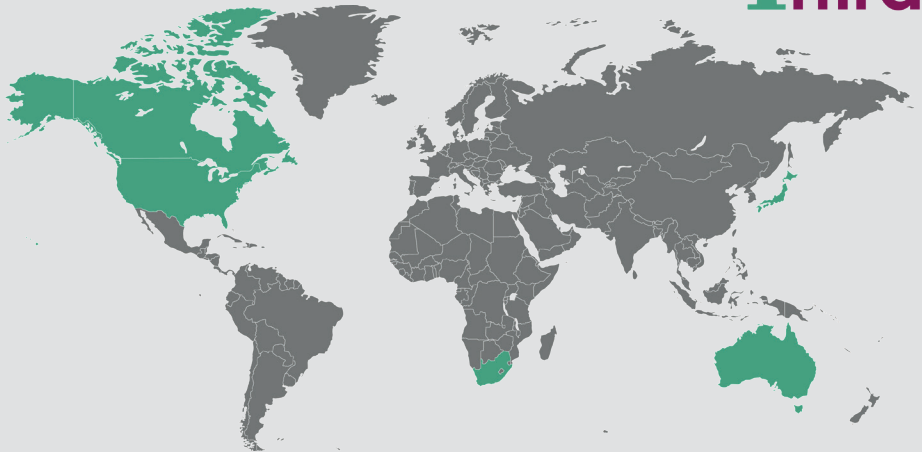


## INDUSTRY & TRADE

# International best practice: who is doing what?



### Australia

1. One of the largest mineral producers in the world - can provide about 56 elements of the periodic table and is prospecting others.
2. Strong relation with Asian markets (several free trade agreements and is working on seven more).
3. Stable legislation.
4. Skilled workforce.
5. Government support and engagement with the mining sector.
6. Strong and developed Mining Equipment, Technology and Services companies (METS) sector.

### Canada

1. Third largest producer in the world, and ranks in the top five countries in the global production of 11 major minerals and metals - produces more than 60 elements of the periodic table.
2. Exports over than 80% of its ore.
3. Stable regulatory framework with fast and simplified mining permitting process, with a forward fiscal policy.
4. Specialised investors and financial services, several industry and professional associations, and a huge mining supply sector.
5. Full access to geoscience information and statistics on minerals and metals.
6. With CETA will become one of the world's countries with freest trade agreements, leveraging its capacity to supply mineral raw materials.

### Japan

1. Sophisticated mineral processing sector, that imports ores and produces a variety of mineral-based end products.
2. Refined mineral processing methods and technologies that make Japan a specialised producer of high quality metal alloys and metal products.
3. Active promotion of exploitation of overseas mineral resources with mineral-rich developing countries;
4. Specialised in resource diplomacy and commercial agreements.
5. National and overseas mineral stockpiling system.
6. Probably the most sophisticated recycling industry in the world (recycling rates above 98%).

### South Africa

1. Mining industry has an exceptional mineral resources endowment.
2. Mining sector remains the single most important earner of foreign exchange for the economy.
3. Stable fiscal and well-developed regulatory system.
4. Sophisticated financial services, research and development capabilities, and an established manufacturing base.
5. Strong knowledge on deep mining methods and technologies.

### USA

1. Stable mineral legislation in place for over a 100 years (but complex regulatory system and permits take a long time to obtain).
2. Mineral ownership rights scheme separates surface and mineral rights and encourages exploration.
3. Availability of capital markets and risk finance.
4. Skilled workforce.
5. Well-developed services industry.
6. Easy access to land, water, energy and a well-developed infrastructure network.
7. Majority of the mining companies are small or mid-sized.
8. Extensive trade relationships to import minerals that are not available or that are cheaper to buy than to produce.