

MINES

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UNLOCKING RESOURCES
IN SOUTHERN AFRICA



29 Nov - 1 Dec 2006. Lusaka, Zambia

What is MINES 2006?

MINES 2006 is the fourth in a series of Sector Partnership Meetings funded by the EU-SADC Investment Promotion Programme (ESIPP) and focuses on the Mining sector in the 14 countries of the Southern African Development Community (SADC) by encouraging international financial, technical and commercial partnerships.

At MINES 2006, promoters and entrepreneurs from the Southern African region will present a carefully selected range of high-quality projects in the exploration and mining sector to interested European and other international (mainly Australian, Canadian, Indian, South African and US) potential partners. EU and other international companies will have the opportunity to meet in one place with potential mining partners from all 14 countries of the Southern African region. The main focus of MINES 2006 will be one-to-one business meetings between European, international and Southern African enterprises to stimulate investment in the region.



Are you seeking an excellent mining opportunity in Southern Africa?

Have you a mining project seeking investment?

MINES 2006 will match the owners of SADC mining projects, who are seeking investment, with potential investors who are seeking mining projects of excellence in the SADC region.



Benefits to participants at Mines 2006 will include:

- A 'one-stop-shop' to make the right business contacts with companies from the EU and Third Countries interested in investing in and/or establishing partnerships with Southern African companies.
- A unique opportunity for companies from Southern Africa, EU and Third Countries to meet each other in only three days, in one place. A very time and cost effective event in a professional environment.
- Access to financial and development institutions (European Investment Bank - EIB, mining finance institutions, Centre for the Development of Enterprise - CDE, etc.), contact with high-ranking representatives of Ministries and intermediary organisations.
- A comprehensive report on the mining sector in Southern Africa specially commissioned for MINES 2006, highlighting investment opportunities across the region.
- Round table discussions, workshops and other networking opportunities providing all participants with a focused platform to discuss and debate topical business issues.
- Following the event, certain business ventures demonstrating sound potential may be eligible for development assistance in the form of grants from the ESIPP Programme and from CDE.

Who should apply?

Any company interested in an involvement with the development of Mining within the Southern African Region is invited to apply.

Southern African companies owning and/or promoting mining projects are invited to apply. Companies should be registered in any of the SADC countries, and should have developed proposals that would benefit from co-operation with European, Southern African or third-country enterprises through financial, technical or commercial partnerships. International companies with an incorporated SADC subsidiary, who are seeking investment, are also eligible to apply.

European and international companies interested in business partnerships in the mining sector in Southern Africa are invited to apply. Selection will be based on the level of compatibility with identified projects in the Southern African region with preference given to enterprises interested in developing investment and other long-term co-operation agreements with Southern African partners. Potential Southern African investors and co-operation partners are also invited to apply, as well as Australian, Canadian, Indian and US companies. Applications from other countries will also be considered.



How to Apply

Southern African Project Promoter

Consultants in charge of the promotion of MINES 2006 in the SADC region will contact potential participants to identify suitable exploration and mining projects which are seeking investment. Enquiries can be made directly with the consultants at dlewis@csa.ie or through the MINES 2006 website at www.mines2006.com. Southern African companies will be required to complete a Project Application Form, giving details of their company and their proposed project.

European and International Partner Companies

For further information or to express interest, please contact the address below or visit the MINES 2006 website at www.mines2006.com. Companies will be asked to complete a Statement of Interest Form, which will enable the organisers to match companies with compatible interests. Companies (including Southern African investors and co-operation partners) who wish to participate are encouraged to contact us at mines2006@metraconsult.co.uk.



Targeted Sectors

Projects in the following commodities will be targeted for MINES 2006

Precious Metals & Minerals:	gold, silver, platinum group metals, diamonds etc
Base Metals:	copper, cobalt, lead, zinc, nickel, tin etc
Bulk Minerals:	bauxite, phosphate etc
Solid Fuel Minerals:	coal, uranium etc
Industrial Minerals:	kaolinite, graphite, gypsum etc

Construction Materials such as aggregates or dimension stone will **not** be included in MINES 2006.

All stages of project development from exploration through to mining will be considered, providing established criteria are met.



Selection Procedure

A list of Southern African mining project proposals will be sent to interested European and other international companies. Companies will then be asked to confirm their interest in attending MINES 2006. A final decision on companies to be invited will be made by the organisers on the basis of their matching interests for SADC project proposals.

Attendance Fees

There is no fee to participate in the meeting. Attendance is by invitation only for selected companies.

Travel and Accommodation

Participants are responsible for their own travel and accommodation arrangements; however rates at preferential terms will be negotiated with local hotels, and if possible, with a major airline. Details will be posted on www.mines2006.com.

Language

The working language of the MINES 2006 Investment Promotion Meeting will be English. Interpretation services in French and Portuguese will be available for plenary sessions and on request for one-to-one private business meetings.

Programme of events

See table below. Please visit www.mines2006.com for the detailed programme of events and any updates.

Date	Morning	Afternoon	Evening
Wed, 29 Nov	Registration Opening session – Presentation of Mining Sector study Round Table Discussion	One-to-one business meetings	Dinner and social event
Thurs, 30 Nov	One-to-one business meetings	One-to-one business meetings Technical Workshop	
Fri, 1 Dec	One-to-one business meetings Finance Workshop	One-to-one business meetings	





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 Southern African Development Community (SADC)

Organising and Supporting Bodies



The **EU-SADC Investment Promotion Programme (ESIPP, www.esipp.org)** is a joint programme of the European Union and Southern African Development Community designed to attract foreign investment into the region and promote long-term investment co-operation agreements in specific key sectors on a structured, continuous and sustainable basis. This will serve to boost the economic growth and development of the Southern African region as a whole. ESIPP is managed by the Programme Management Unit based in Gaborone, Botswana with an antenna office in Brussels, Belgium. A key aspect of ESIPP's mandate is the facilitation of Business-to-Business Investments Promotion and Business Co-operation Meetings to bring together entrepreneurs from Europe and Southern Africa.



The **Centre for the Development of Enterprise (CDE, www.cde.int)** is an institution of the ACP Group of States and the European Union in the framework of the Cotonou Agreement. It forms part of the general system of support the European Commission created for promoting the private sector. The CDE provides effective support to assist the creation, expansion, diversification and restructuring of ACP enterprises, with a perspective of profitability and development impact and strengthening the capacity of intermediary organisations.



The **European Investment Bank (EIB, www.eib.org)** is the European Union's development finance institution and has been a partner supporting capital investment in the African, Caribbean and Pacific countries for almost 40 years. The Bank was established to finance capital investment, furthering EU policy objectives, and finances projects outside Europe within the framework of the EU's development co-operation and aid policies. Between 2003 and 2008, the EIB is expected to provide nearly 4 billion refundable aid to projects in the ACP states. It gives a special focus to promoting private or commercially run projects in the public sector.

Further information & application

For further information about this event visit www.mines2006.com or contact us at the following addresses:

European and international companies (including Southern African) interested in attending this event as potential investors/partners may contact us at:
mines2006@metraconsult.co.uk
Tel: +44 (0) 1883 349690

Southern African companies interested in presenting a project proposal may contact us at:
dlewis@csa.ie
Tel: +353 1 296 4667