



Mining Alliance

Russia, Kazakhstan

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Do you deliver equipment and technologies to the mining sector? Are you looking for growth opportunities? If so, now is the time to join Trade Council Russia in the Mining Alliance to Russia and Kazakhstan, scheduled for 25th - 29th April and 23rd - 27th May 2016.

The Alliance will include visits to Moscow in Russia, and Astana and Almaty in Kazakhstan.

The purpose of this trip is to introduce Danish suppliers to the Russian and Kazakh mining industries and to facilitate an easier access to the markets by providing:

- B2B meetings with key players and potential partners
- Meetings and round table discussions with relevant authorities
- Visit to the Mining World Russia Exhibition
- Networking with both local partners as well as Danish companies

The alliance will, in step 1 and 2, visit the three cities highlighted below:

Moscow: Mines in Russia are scattered around the country, but the headquarters of the most important mining companies are located in Moscow, because it is the centre of power. Also the world-renowned mining exhibition Mining World will take place in Moscow.

Astana: Astana is the capital of Kazakhstan, and hence it is where all the decision-making bodies are situated. It is also the home of one of the country's most important mining companies and the influential professional organisation Association of Mining and Metallurgical Enterprises.

Almaty: In terms of mining Almaty is also a very important city in Kazakhstan as it is home to two of the country's leading mining companies.

Detailed information about the countries mining industry and draft programmes with suggested company visits will follow in the pages to come.



Mining in Russia

Russia is extremely rich in all kinds of mineral deposits from aluminium to gold and is the source of a significant share of the world's raw mineral production. The estimated monetary value of the Russian mineral reserves is EUR 27 trillion. According to recent estimates, the level of production of the mining and metallurgical industries of Russia will be EUR 242 billion in 2015.

Russia has the world's largest reserves of iron ore – around 56 billion tons, and at the moment Russia produces more than 100 million tons of marketable iron ores per year, which makes it the fifth largest producer in the world. Russia is also a very strong player in the coal industry, and is currently ranked second in the world in terms of percentage of world reserves. The long term prospects of the coal mining sector are positive due to Asia's continued reliance on coal to cover rising electricity needs. As a result the Russian government plans to spend EUR 112 billion between 2012 and 2030 on developing the country's coal reserves, alongside major investments into logistics and engineering capacities.

Russia top ten producer of:			
Platinum Group metals	1 st	Iron ore	5 th
Aluminium	2 nd	Gold	5 th
Magnesium	2 nd	Copper	6 th
Cobalt	2 nd	Chromite	6 th
Silver	5 th	Bauxite	7 th

In recent years, the Russian diamond mining industry has also become an important source of income. According to a report from 2013, Russia is now the world's leading diamond supplier, accounting for about 22% of the global diamond supply.

In 2013 approximately 20.000 mineral deposits had been explored and only about one third of them are currently being developed and mined. Thus, the Russian mining industry still has great untapped potential!

We plan to visit some of the main players in the sector:

[EVRAZ](#)

EVRAZ is a vertically integrated steel, mining and vanadium business with operations in the Russian Federation, Ukraine, USA, Canada, Czech Republic, Italy, Kazakhstan and South Africa.



[Mechel Mining](#)

Mechel is a global mining and metals company operating in Europe, Asia, North and South America and Africa. Mechel is comprised of more than 20 production enterprises, producing coal, iron ore, steel, rolled products, ferroalloys, heat and electric power.

[Metalloinvest](#)

Metalloinvest is a leading global iron ore and HBI producer, supplier and a regional steel producer.

[Norilsk Nickel](#)

Norilsk Nickel Group is the world's largest producer of nickel and palladium, also one of the leading producers of platinum and copper.

[SUEK](#)

SUEK is the leading Russian coal company, the largest producer and supplier of coal in the nation, and one of the major global players in its sector.

[KRU](#)

KRU is a Russian based coal company. KRU extracts, processes, and distributes coal domestically and internationally.

[KTK](#)

KTK is one the largest producers and exporters of thermal coal in Russia.

[SDS \(Siberian Business Union\)](#)

The holding's enterprises mine coal, produce rail cars, heat and electric power, mine equipment and other goods and services.





Mining in Kazakhstan

Kazakhstan is extremely rich in minerals and the country has the potential to overtake many of the leading mineral economies, but foreign capital and technology will be needed in order to utilise these vast resources. The country is currently ranked 6th in the world in terms of its amount of mineral resources, and the mineral resource base has an estimated net worth of EUR 43 trillion according to government reports.

Kazakhstan alone accounts for 30% of the global reserves of chromite and 25% of manganese ores. Iron ores as well as reserves of copper, lead, and zinc range from 10 to 13%, respectively, of the world reserves. Kazakhstan is also an important source of uranium. In 2009 it became the world's leading uranium producer, and by 2013 Kazakhstan accounted for 38% of the world production. The Kazakh government is committed to increase uranium exports and aims to supply 30% of the world fuel fabrication market by the end of 2015.

Consequently, mining is by far the most important industry in Kazakhstan, also when it comes to export.

Kazakhstan top ten producer of:	
Uranium	1 st
Chronite	2 nd
Titanium	3 rd
Magnesium	4 th
Zinc	7 th
Bauxite	8 th
Copper	10 th

At the moment 99 different minerals have been discovered, 70 of those are being explored, and so far 60 of the minerals are being commercially recovered.

Since 2011 the Kazakh government has taken significant measures to support the expansion plans of the country's largest mining companies, and it is expected that the volume of investments into the industry will amount to EUR 11.5 billion by 2015. So if you want to get in on the act now is the perfect time!



We plan to visit the two main players in the sector:

[ENRC](#)

ENRC is a leading international natural resources group, with integrated exploration, mining, processing, power generation, logistics and marketing operations.

[Kazakhmys](#)

Kazakhmys PLC is among world's leading natural resources groups. They are based in Kazakhstan, Central Asia, listed in London, Kazakhstan and Hong Kong.

Preliminary Programme

Step 1 – Moscow 24th – 29th April

- Introductory meeting – Sector opportunities
- Reception
- Meeting with authorities
- Visiting *MiningWorld Russia 2016, Moscow*
- Meeting with some of the above companies

Step 2 – Kazakhstan 23th – 27th May

- Introductory meeting – Sector opportunities
- Reception
- Meeting with authorities
- Meeting with ENRC
- Meeting with KAZAKHMYS

Step 3 + 4 – TBA





Why should your company participate?

- Coordinated and cost-efficient sales effort
- Low entry and exit barriers/costs
- Professional local set-up with necessary infrastructure to support your business development
- Access to market intelligence and key decision-makers through the Trade Council’s network
- Ongoing advice and assistance from experienced export advisors targeted your companies’ business needs.
- Administrative support with company registration, customer support, etc.

Get 50% Financial Support

By applying as a coalition of companies to the Foreign Ministry’s Trade Council we are able to secure 50% funding venture for an amount up to DKK 192,000 (200 hours x DKK 960). This provides excellent start-up opportunities for the strategic alliance of supplying companies, as this will strengthen and help the imitation phase of the project. The price will depend on the exact number of companies in the Mining Alliance. It is also possible to participate in one step of the strategic alliance and take a decision about the next step afterwards. Below is the price of each step summarised in case of 5, 4, and 3 participating companies.

Steps	Number of hours	5 participating companies, price per company DKK	4 participating companies, price per company DKK	3 participating companies, price per company DKK
1 step	100	9,600	12,000	16,000
2 steps	200	19,200	24,000	32,000
3 steps	300	28,800	36,000	48,000
4 steps	400	38,400	48,000	64,000

If you wish to be a part of this initiative, get more information or have any questions, please contact:

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