

## Announcement

### New Strategic Business Partnership – Mongolia

7 August 2013

RungePincockMinarco Limited (ASX: RUL) [RPM] has today announced that it has entered into a strategic distribution agreement with Information Technology Experts LLC (IT Experts), a Mongolian-based mining software consultancy firm.

IT Experts was established in 2010 and proudly supports local and multi-national companies involved in the Mongolian mining industry. Their team is comprised of internationally experienced Mongolian professionals, allowing IT Experts to offer international excellence to the sector.

Under this non-exclusive agreement, which takes effect from today, IT Experts will sell and support RPM software and solutions including its market leading mine scheduling and financial modelling products to customers in Mongolia.

On the back of an already extensive product release schedule for 2013 and the recent appointment of CJSC NVision Group as a distributor in Russia and CIS, RPM views this latest distribution agreement as an important step not only for the growth of its Mongolian business but as a strategic move towards broadening distribution channels and complementing RPM's existing sales force with key regional partners.

RPM's Regional General Manager – Australasia, Russia & CIS, Philippe Baudry, said, "This is an important relationship for us as we look to broaden our software distribution channels and market share in Mongolia. IT Experts are a highly respected supplier to the Mongolian mining industry and nicely complement our existing operations in Mongolia which have been in place since 2010."

Commenting on this strategic partnership, RPM CEO Richard Mathews said: "This calendar year, we have launched a raft of new software products to the mining industry whilst also strengthening our core existing product base with extensive releases. Following on from these product releases we are now working to expand our distribution channels particularly in the emerging markets, where we have continued to invest. This agreement with IT Experts will broaden our network, increase the accessibility of our products and expand our presence in Mongolia."

Munkhbadral Alгаа, CEO of IT Experts commented on the partnership, saying, "It makes sense for us both to align our offerings and partner to service the Mongolian mining sector. The combination of our understanding of local customer needs and RPM's industry proven products means we can jointly provide solutions that meet the Mongolian mining industry's unique challenges. IT Experts already sell and support the Maptek Vulcan mine design product range. With the recent release of RPM's XPAC 7.13, which features integration between the Vulcan products and RPM's scheduling products, IT Experts can now offer and support the two industry leading software packages that work together to deliver the best Mine Planning solution into the Mongolian mining market"

RPM's agreement with IT Experts follows RPM's recent announcement of the appointment of NVision Group as a distributor in Russia and the CIS and RPM's announcement in February 2013 of the formation of an Indian based joint venture company with Deepak Mining Services Pvt Ltd (a wholly owned subsidiary of Deepak Fertilisers and Petrochemicals Corporation Limited ("DFPCL"), a Public Limited Company) to pursue the delivery of RPM's software and advisory expertise across the natural resource sectors of India, Pakistan, Bangladesh, Sri Lanka, Nepal and Bhutan.

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## **About RungePincockMinarco (RPM):**

RungePincockMinarco Limited (ASX: RUL) is the world's largest publicly traded independent group of mining technical experts, with history stretching back to 1968. We have local expertise in all mining regions and are experienced across all commodities and mining methods.

Listed on the Australian Securities Exchange on 27 May 2008, RungePincockMinarco is a global leader in the provision of advisory consulting, technology and professional development solutions to the mining industry. We have global expertise achieved through our work in over 118 countries and our approach to the business of mining is strongly grounded in economic principles.

We operate offices in 18 locations across 12 countries on five continents.

## **About Information Technology Experts LLC (IT Experts):**

Information Technology Experts was established in 2010 and proudly supports local and multi-national companies involved in the Mongolian mining industry. Our team is comprised of internationally experienced Mongolian professionals, allowing the company to offer international excellence to the sector.

Find out more at <http://www.itexpert.mn/>

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