

# Announcement

## New Strategic Business Partnerships – Russia and Turkey

29 September 2015

RungePincockMinarco Limited (ASX: RUL) [RPM] has today announced that it has entered into a new strategic business partnership agreement with Russia-based enterprise solutions provider, EnterChain Limited (EnterChain).

EnterChain is a division of OMEGALLIANCE, a group of companies that specialises in providing high quality enterprise production and operations management solutions in accordance with industry best practices to large mining and other asset intensive businesses across Russia and Kazakhstan.

Under the non-exclusive business partnership agreement, EnterChain are appointed as a software reseller and services provider for RPM's leading mining software solutions and services in the Russian and Kazakhstan markets. Contemporaneously with this appointment, RPM has elected to end its prior partnership arrangements with Vervysell and NVision in the region.

Commenting on the new partnership, RPM's CEO and Managing Director Richard Mathews said: "As we move from a specialist desktop supplier of technical mining products to a provider of enterprise mining software solutions we need partners who have a wider and deeper set of skills and relationships. Our partnership with EnterChain is a natural fit for our enterprise software strategy in Russia and Kazakhstan. With a proven heritage in large scale Maintenance Repair and Operations (MRO), Supply Chain Management (SCM) and Manufacturing Executions Systems (MES) implementations to large companies in Russia and Kazakhstan, EnterChain has the right experience and qualifications to be able to fully utilise our enterprise planning framework."

"The intention of this partnership is to continue to deliver a step change in mine planning solutions for large enterprises across the globe. This new strategic partnership with EnterChain is aligned with our growth strategy in resource intensive countries by ensuring RPM is partnered with enterprises that are regularly ranked as top producers globally."

Anton Shmataluk, Managing Director of EnterChain, commenting on the partnership said: "In working with RPM, we can provide powerful solutions to customers combining RPM's leading software, best international practices and modern enterprise management methods with EnterChain's unique accumulated knowledge of the specific local requirements of customers in Russia and Kazakhstan."

"RPM provides a complete enterprise planning framework and wall-to-wall enterprise solutions that are unique in the Russian market. We are very pleased to have an innovative market leader like RPM as a solutions partner for our mining and metallurgical customers in Russia and Kazakhstan."

The appointment of EnterChain closely follows the recent appointment by RPM of Turkish-based ARDEF Mine Machinery Energy & Trading Incorporation (ARDEF) as RPM's strategic business partner in Turkey. ARDEF has over 15 years of experience in providing technology and advisory solutions to mining customers across Turkey and was the obvious choice of partner for RPM in this region.

Commenting on the partnership with ARDEF, Mr Mathews said, "Whilst it is still early days, RPM is thrilled with the interaction between RPM and ARDEF. The complementary nature of the businesses is resonating exceptionally well in the market and RPM's partnership with ARDEF has already led to a project being awarded to RPM."

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## **About RungePincockMinarco:**

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.

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