

# DRIVING GROWTH IN INTERNATIONAL MARKETS

Supporting Australian companies  
to economically expand into  
international markets

Australia has a strong international reputation as a global hub for mining technology and innovation that has created significant demand internationally. Many tier one global technology companies come to Australia to collaborate with our local mining community to develop their technology solutions.

The METS Ignited International Markets initiative aims to support Australian METS companies to accelerate and grow into global mining hubs through a range of flexible programs linked to companies, industry, or market needs.

## METS IGNITED INTERNATIONAL MARKETS INITIATIVES

METS Ignited's programmes support building METS companies' capabilities in addressing international markets in a commercially sustainable and profitable way. To date METS Ignited has established a series of collaborations including:

Southern Peru Mining Cluster: working with organisations such as Expandé Open Innovation Program

CEMI: In Canada, engaged with CEMI and potentially extending to CMIC, NORCAT, SAMSSA on the back of the FTA with Canada in force since 2018

Chilean METS sector: working on collaboration/partnerships to take advantage of the Free Trade Agreement (FTA) that eliminates all tariffs (since 2015)

Locally, over 30 Australian METS companies have benefitted from facilitated introductions to internal partners

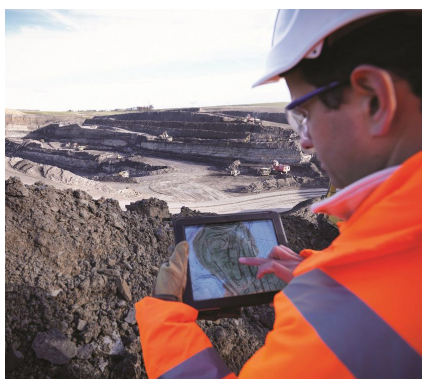


METS Ignited continues to collaborate with the local industry partners and membership organisations who also offer a range of different services including Austmine, Austrade, Trade and Investment Queensland, Export Finance Australia, Export Council of Australia.



## VIRTUAL TRADE MISSIONS

To ensure Australia's METS sector remains strong and competitive, ready to support the global mining industry in the recovery post COVID-19, METS Ignited is implementing a series of virtual trade missions that will:



- Gather industry representatives from major mining economies to present industry challenges to the Australian METS sector to develop viable solutions.
- Run in parallel to the development of market distribution channels.
- Operate five Virtual Trade Missions with a total of 100 METS participants attending across the programme.

## CAPATILISING ON THE FUTURE

Exporting of equipment and products has been significantly impacted by the global effects of COVID19, however the export of knowledge product and technology services has continued to expand and grow.

Access to international markets through the use of technology partnerships and collaborations has created a range of non-traditional alternative channels to market that create a new wave of opportunities to Australian METS companies.



To stay up to date on the METS Ignited International Markets Initiatives visit [metsignited.org](https://metsignited.org)



**Giancarlo Tosti-Croce**

METS Ignited

[g.tosti-croce@metsignited.org](mailto:g.tosti-croce@metsignited.org)