

## **INDIAN COMPANIES ADDED TO VENMYN's CLIENT BASE**

**By Deborah Spicer**

Indian companies seeking to purchase coal, diamond and gold mines are becoming an increasingly large part of Venmyn's client base.

The Sandton-based advisory firm has recently completed due-diligence exercises for two India-based clients, with an additional two due-diligence exercises planned for Indian firms for the first half of this year.

These companies have been trying to secure supplies of various commodities in Southern Africa, and have required that Venmyn familiarize them with the local environment, value the mines that they intend to purchase and discuss any fatal flaws associated with the projects.

Their interests in Southern Africa broadly echo those of India's largest trading company, State-owned MMTC, which established a presence in South Africa in January 2011 so as to negotiate supply agreements directly with South African mines. This company has the stated intention of sourcing thermal and coking coal as well as rough diamonds and gold.

India is seen as one of the growth engines for the global economy, with an estimated real GDP growth rate of 8.3%, exports worth an estimated USD201bn and imports worth about USD327bn in 2010.

Other statistics of interest for those Southern African mining firms wishing to forge ties with Indian companies are that:-

- a) about 32% of the 63.4Mt of coal that South Africa exported from the Richards Bay Coal Terminal in 2010 was destined for this growing super power; and
- b) President Jacob Zuma has set a target of USD10bn worth of bilateral trade between South Africa and India by 2012.

For more information, please contact Catherine Telfer at Venmyn.

## **Lady Gaga wins short form award**

**By Andy Clay**

Wow! When I heard this I thought another sector in our lives is moving towards Short Form approaches. Venmyn has been promoting Short Form processes for many years and well done to Lady Gaga for following the Venmyn way!