

MEDIA RELEASE

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**Australian consultancy takes next step in establishing world-class energy and infrastructure practice:
Marchment Hill Consulting appoint mining and resources specialist Paul Snowdon**

Marchment Hill Consulting was formed in 2004 by a group of professionals with extensive international experience and a shared desire to build a high end management consulting practice. Four years on, with an enviable international track record in the energy, utilities and infrastructure arena, they are ready to put their methodologies to best use in the mining and resources sector.

The appointment of Paul Snowdon as Principal Consultant was announced by Marchment Hill founder and Managing Principal, Neil Gibbs.

“The Australian mining sector is dependent on many forms of critical infrastructure – rail, ports, power, roads – for effective operation. Many of MHC’s existing clients in these infrastructure businesses already directly serve the mining industry. There are obvious synergies in looking across the full value chain” said Mr Gibbs.

“Marchment Hill’s capabilities in strategic sourcing, resource and works management, contract management, and organisational effectiveness are well suited to the business challenges facing the mining industry.

“Paul Snowdon’s industry expertise and experience – from site level through to strategic business planning – is the essential component in delivering better outcomes for our clients. Backing this up with proven methodologies, across the four core areas of strategy, performance, organisation and business systems is what makes their business more competitive” said Neil.

Paul has worked across the energy, ports, construction and mining sectors for over 10 years, consulting to over 35 mines in that time. From large scale operations such as La Escondida in Chile and various TNB Power Stations in Malaysia, to multi site engagements with most Australian mining houses both big and small, he has developed not only a wealth of international industry knowledge and contacts, but also the very

best understanding of cultural and political issues affecting global business. This experience is vital in helping organisations integrate operational activities with business decisions.

As organisations face the impact of industry consolidation, uncertain future environmental scenarios, and other issues affecting their competitive advantage, they will be looking for every possible way to improve business performance.

Paul's primary focus will be on leveraging core MHC strengths to assist mining and mining-related companies to become more competitive as well as expanding the MHC service offering to the energy industry. Providing the often neglected change management function to mining services and engineering houses will be a distinct offering as will their speciality in gaining traction for company-wide performance and asset management initiatives.

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