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MULTOTEC'S VALUE PROPOSITION FOCUSES ON OPTIMISING EXISTING ASSETS

With no immediate respite in the offing to relieve the tough economic conditions prevailing in the global mining industry, the minerals processing sector is intensifying its focus on optimising existing assets. These conditions have ideally positioned leading mineral solutions provider, Multotec to leverage its multi-faceted value proposition.

Multotec is poised to celebrate 40 years of service to minerals processing operations and throughout this period the group has not only acquired a broad portfolio of products, but has also garnered the specific application knowledge essential to support these products throughout their lifetime.

Processing products carry a life and cost factor, as well as a metallurgical efficiency factor, making the optimisation of process plant recoveries key to that plant becoming more cost effective. Reducing the cost per ton of ore processed is therefore a primary aspect of Multotec's value proposition.

Multotec's extensive and steadily expanding African infrastructure is able to deploy highly technically competent personnel to customer sites at short notice. The members of these technical teams comprise experienced people with actual work experience in a processing plant that are required to undergo regular training to keep them at the top of their game. The Multotec field personnel also have access to the greater metallurgical knowledge pool within the group.

Multotec is committed to ensuring that its products remain at the cutting edge of technology and its international footprint allows the company to offer products that are competitive on a global basis. Multotec collaborates from a market intelligence and a product knowledge perspective across mining territories, adopting learnings from its experience in foreign markets that benefit all its clients and successfully benchmark against the world's best.

Several of the group's recent innovations are gaining traction in the global market, reflecting this commitment to world class quality and technology. For example, its new injection moulded polyurethane TeePee™ screen panel dramatically increases open area and drainage and is proving very popular in dewatering applications. This translates into achieving higher tonnages from the same piece of equipment, which falls directly into the ambit of optimising current assets.

Another area of growth is sampling, specifically in-process mechanical sampling, to optimise plant processes. Multotec's sampling product line is moving counter-cyclical with steadily increasing volumes being sold to customers who recognise the value of being able to fine-tune their processes to improve efficiencies.

Also in the realm of asset optimisation, Multotec recently entered into a technology and supply partnership agreement with Longi Magnet Company Co Ltd in China, the second largest and fastest growing magnetic supplier in the world. Certain of these products focussing on the dry separation of some ores — notably iron ore, offer significant process benefits.

IM OCT PIC 01 : Multotec has also garnered the specific application knowledge essential to support its products throughout their lifetime.

IM OCT PIC 02 : Multotec is committed to ensuring that its products remain at the cutting edge of technology and an example is its new injection moulded polyurethane TeePee™ screen panel which is proving very popular in dewatering applications.

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