

OPPORTUNITIES IN NEW CALEDONIA

Industry Capability Network (ICN) has a long history of assisting Australian suppliers access projects in New Caledonia. ICN's first enquiry was over 12 years ago, with a steady increase in enquiries from various industry sectors and requirements since then.

In Queensland, the Department of Employment, Economic Development and Innovation (DEEDI) partnered with ICN to target opportunities for local industry suppliers with a major mining company in New Caledonia called Societe Le Nickel (SLN).

A consultant from EAP Traders was appointed Liaison Officer through an initiative jointly funded by the Queensland Government and SLN in 2002.

The consultant was based in ICN Queensland's headoffice in Brisbane and the arrangement remained in place until 2004 with many success stories including the following.

EAP Traders' Principal, Bob de Denus, continued to work with New Caledonian companies after the Liaison Officer role expired.

Many New Caledonia opportunities also came through Supplier Access to Major Projects (SAMP), a Government funded program which matches qualified local SMEs to project opportunities.

With the successful completion of the SAMP project in 2007, more than 123 Australian firms were advised of opportunities and the SAMP project continues to be funded by the Federal Government.

PAST PROJECTS

In the past few years ICN has assisted the following local suppliers get access to New Caledonia projects:

- In 2009, ICN assisted a company called Brisbane Slipways and Engineering (BL&E) with two projects worth over \$850,000 in New Caledonia
- In 2008, ICN successfully nominated John Heine (a NSW based castings supplier) with Societ La Nickel (SLN) with work worth over \$120,000, as well as Kargo Engineering (a Qld based steel work company) with Endel to assist work on an electrical substation with a contract worth over \$250,000 with ongoing work offered to them
- In 2007 Endel was also partnered with Tighten Manufacturing to supply truck trailers with a contract worth over \$145,000
- In 2000, Wagners (now Wood Group Wagners) were nominated by ICN Queensland to supply 80,000 m3 concrete to the Goro Nickel Project on a \$43 million contract .

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Without ICN's assistance in putting us forward for this opportunity with Bob, and for his associates and local contacts, we would never have been able to have the success we have had over the past two years in New Caledonia".

Tonny Bergquist | Ecohousing



A Division of QMI Solutions

ECOHOUSING AND THE INTRODUCTION OF CLIMATE PROOF HOMES TO NEW CALEDONIA

→ Business Matching and Supplier Access to Major Projects



ABOUT ICN

ICN in Queensland, a division of QMI Solutions, is supported by the Queensland Government to proactively contribute to business innovation and growth by increasing local industry access to major projects and assists in showcasing the capability of Australian companies. We are a member of the ICN national network throughout the Australia and New Zealand.

Brisbane | Gladstone | Toowoomba | Townsville

a: Head Office 33 McKechnie Drive, Eight Mile Plains, QLD 4113 p: PO Box 4012, Eight Mile Plains, QLD 4113
t: 1300 364 739 f: +61 7 3364 0780 w: www.icnqld.org.au ABN 84 076 854 638

www.icnqld.org.au



THE COMPANY

Ecohousing is an innovative environmental-friendly developer, manufacturer and marketer of their low cost, ecologically sound building solutions.

Ecohousing's unique building products consist of high pressure injection of polyurethane within sheets of fibrous cement resulting in long term performing wall, floor and roof panels.

Their products, which have the highest R value available in the world, are designed and manufactured in-house and have been patented by its designer and manager, Tonny Bergquist.

Ecohousing climate proof panels can be applied to new or existing buildings to become fully insulated, reducing savings in power bills and save millions of tons of CO₂ emissions climate proof solutions

THE OPPORTUNITY

Ecohousing seeks to expand into new markets.

Like most suppliers, Ecohousing was feeling the strain from the global financial crisis and was struggling in its home markets. With the flexibility and exceptional benefits of their product, they found they were looking to new markets both locally and abroad.

Ecohousing's worldwide patented products provide the following benefits, all of which aligned with the idea of exporting:

- Low cost
- Light weight
- High thermal resistance rating
- Weather, insect & fire resistant
- Various lengths
- Quick to assemble
- Strong with incredible load bearing capability
- Complete insulation, no gaps or leaks

Samples of the Ecohousing panels. The structural wall panels are 900mm wide and 104mm long:



ICN ASSISTANCE

ICN, via its Business Matching, funded by the SAMP program, helped Ecohousing Business Solutions in exploring new market space and launch into exports.

ICN is a national network of independent, not-for-profit organisations that have the unified goal of generating jobs in Australia through the delivery of import replacement, business matching and export facilitation services.

ICN has been working in the New Caledonia previously and was made aware of this opportunity by Bod de Denus from EAP Trader's. Bob said "We contacted ICN with the challenge of finding a system of housing that was quick to build in isolated areas with unskilled labour. They were quick to vet a number of suppliers and gave us two options. After assessments and interviews we realised that Ecohousing was exactly what was required. Without ICN we would never have been able to find the perfect supplier with such a high quality product."

ICN assisted Ecohousing by nominating them for the opportunity put forward, by establishing the new partnership (Business Matching) and by assisting Ecohousing complete their capability statements to match the requirements of the project in New Caledonia (SAMP).

BUSINESS MATCHING

Business Matching is a process of how ICN assists businesses across all industry sectors access local, international and project opportunities by matching their capability with the requirements for the project.

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Without a company profile on the Gateway we would not have been able to match these two businesses together successfully."

Chris Martin, SAMP Manager | ICN

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Without ICN's assistance in putting us forward for this opportunity, and for his associates and local contacts, we would never have been able to have the success we have had over the past two years in New Caledonia".

Tonny Bergquist | Ecohousing

ICN Gateway is the connection point for buyers and suppliers looking to build perfect partnerships. ICN consultants can nominate suppliers based on project needs and capability of the companies. ICN Gateway is the tool that is used for Business Matching and can be accessed at www.gateway.icn.org.au.

Chris Martin, ICN's SAMP Manager, said "The first step Ecohousing made towards being awarded this contract was to sign up to ICN Gateway. Without a company profile on the Gateway we would not have been able to match these two businesses together successfully."

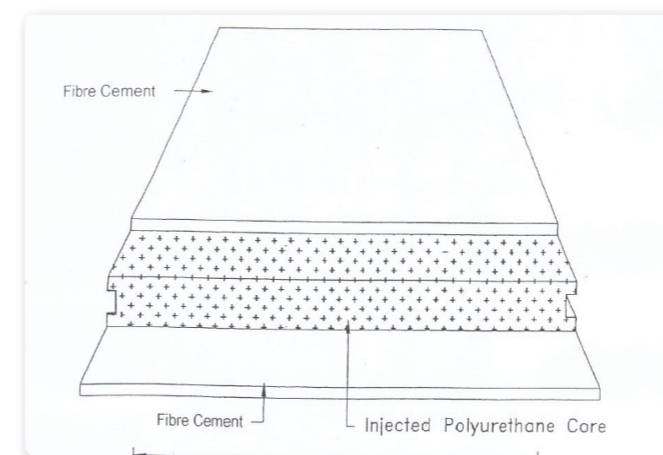
SUPPLIER ACCESS TO MAJOR PROJECTS (SAMP)

The Supplier Access to Major Projects (SAMP) provides funds for ICN to work with project developers to identify supply opportunities for Australian companies, especially SMEs, and increase access to global supply markets for major projects. Since its inception in 1997 SAMP has provided more than \$14.7 million for 139 grants to facilitate opportunities for Australian companies to participate in major projects in Australia and overseas.

ICNL estimates that under SAMP, Australian companies have won contracts worth more than \$3.5 billion for work that could have gone to overseas competitors.

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Ecohousing's Structural Wall Panels:



OUTCOMES

Ecohousing successfully completed the project in New Caledonia and continue to work on further opportunities there and abroad.

Ecohousing have successfully build 12 houses, a two storey apartment, and are working on two school canteens in New Caledonia.

Due to their success, they are looking into the possibility of building a factory there in the upcoming year, as well as looking into further expansion and other export opportunities with ICN.

ABOUT NEW CALEDONIA

With its large Nickel Industry, New Caledonia is rich with opportunities for Australian business.

New Caledonia is an island of about 19,000 square km off the coast of Australia, about two hours flying time from Brisbane.

New Caledonia possesses about 25% of the world's nickel ore. In addition to the mining and infrastructure opportunities related to the Nickel production, further sector opportunities have been produced including mining, power, construction, major infrastructure development and the increased need for equipment supply and operational support.

It is expected that the opportunities have been identified to the value of \$50 million with Australian firms independently, or in partnership with French or New Caledonian firms, competing to win this work.

Even with the opportunities available, it is not easy getting work. The rising Australian dollar has put a lot of strain on new and existing companies, with an increase of over thirty percent in the last few years. There are other barriers too, such as meeting local European criteria and building requirements.

ICN works with companies to ensure they have the correct standards and processes in place to be able to apply for projects in Australia and internationally.

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Bob de Denus, Principal | EAP Traders