

FOR IMMEDIATE RELEASE

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**“TOP 10” CHINESE PORTS GROUP IN DISCUSSIONS
TO DEVELOP TRADE WITH ADELAIDE**

One of China’s “Top 10” ports has agreed to develop closer commercial ties with Flinders Ports, with the possibility of significant benefits for South Australia’s economic development.

Flinders Ports – the private operator of the Port of Adelaide and six other SA ports – announced today it was establishing a sister port relationship with Xiamen Port - China’s seventh largest port, and one of the 50 busiest ports in the world.

A delegation from the Xiamen Port Authority was in Adelaide today to sign a letter of intent with Flinders Ports, and also tour the SA-based group’s facilities at Port Adelaide.

“We believe the establishment of a sister port relationship with the Xiamen Port Authority will yield significant commercial benefits for both parties,” Flinders Ports Chief Executive Officer, Mr Vincent Tremaine, said today.

“With mining in South Australia expected to continue to be one of the major economic drivers in this state, and increasing Chinese investment in a growing number of resources industry projects, Flinders Ports is keen to develop new relationships in a broad range of areas,” he said.

“Developing closer relationships with the Chinese, and forming a better understanding of their markets and needs is crucial to the success of this sister port agreement.

“There are obviously a range of areas that Flinders Ports can gain an invaluable insight into the day-to-day operations of a port the size of Xiamen.”

Under the agreement, the ports would undertake an “information exchange” in areas including port development, management innovation, logistics, shipping, planning, construction and Information Technology.

Further, independent third parties would be encouraged by both parties to investigate the benefits of conducting business with each port.

“We are most enthusiastic about this agreement which will jointly promote and develop trade, logistic and business opportunities between the two ports,” Xiamen Port Authority Director General, Mr Wang Yongjun, said today.

“Both parties are dedicated to exploring opportunities to introduce a shipping line operating between the two ports, which will serve as one of the windows to Sino-Australia trade,” he said.

“I strongly believe that both groups will be further strengthened by ongoing exchanges of knowledge and information about each other’s business.”

Mr Tremaine said the China Australia Entrepreneurs Association (CAEA) - which established its national office in Adelaide in 2008 to help foster businesses trading between the two countries – had played an integral role in developing the sister port relationship agreement.

About Flinders Ports

Flinders Ports is one of Australia’s pre-eminent port operators, currently operating seven ports in South Australia - Port Adelaide, Port Lincoln, Port Pirie, Klein Point, Port Giles, Thevenard and Wallaroo.

About Xiamen Port

Xiamen Port is one of the Top 10 ports in China, and is owned by the Xiamen Port Authority.

The Port is located on Xiamen Island, which is at the mouth of the Jiulong River, and has 81 berths of big, medium or small tonnage, including 16 deep-water berths.

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