

# Mining Company of the Future

**S**hared Value  
Solutions

By Heidi Klein, MES  
[Heidi.Klein@sharedvaluesolutions.com](mailto:Heidi.Klein@sharedvaluesolutions.com)

# Presentation Outline

- \* Drivers for Collaborative Relationships
- \* Building Shared Value
- \* The Future Miner

# Drivers for Collaborative Relationships

***"Society's expectations of the mining industry continue to increase and there is a growing recognition in the industry that incremental improvements to how we run our business are not enough"***

***"Our aspiration is to fundamentally change the extractive business model of the mining industry from insular and reactive, to an integrated and proactive development partner, delivering on economic, environmental and social shared purpose."***

Mark Cutifani, CEO Anglo American  
KINCatalyst 2012

# Drivers for Collaborative Relationships

"The world has changed. Progressive mining companies are inclusive, share resources equitably with indigenous peoples, and know that only real partnerships protect our rights, interests and environment. Those are the mining companies we will invite to work with us in our territories."

Interim Chief Achneepineskum, Marten Falls, ON

Ring of Fire

# Drivers for Collaborative Relationships

- \* International economic contributor
- \* 3-20% of government revenue
- \* Saw-tooth cycle

Figure 1: World GDP and mineral production – 1992 to 2010

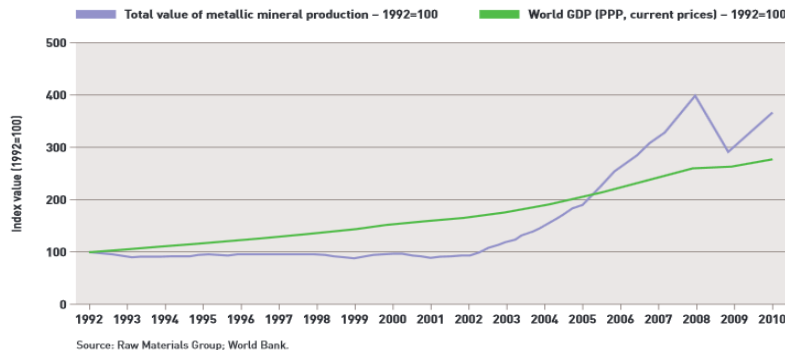
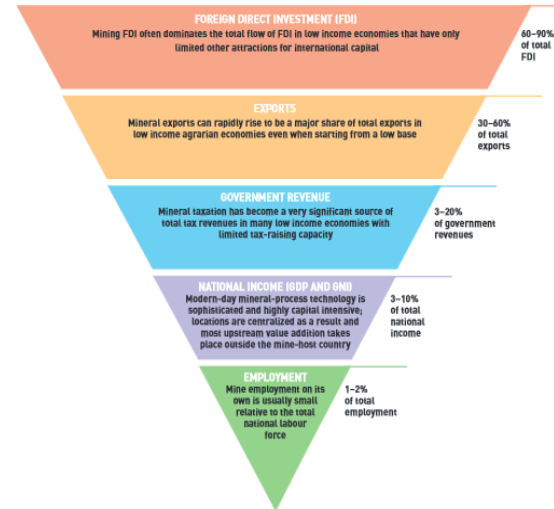


Figure 4: Macroeconomic contributions to low and middle income economies



ICMM 2012

# Drivers for Collaborative Relationships

- \* Community – Company conflicts
  - \* Delays in exploration
  - \* Delays in operations
  - \* Reputation damage
  - \* Investor anxiety



# Drivers for Collaborative Relationships

- \* Increased exploration, capital and operational costs
- \* Investment confidence affected
- \* Brand value
- \* Greater social media attention
- \* Reduced community support
- \* Regulatory scrutiny and extended process

# Building Shared Value\*\*

- \* Building Shared Value – Going Beyond Corporate Social Responsibility
  - \* Shared purpose and long-term vision
  - \* Share the future; Resolve conflicting agendas
    - \* Identify interdependencies
  - \* Shared brand value and create a positive legacy
  - \* Shared innovation; new approaches; going beyond the old ways; inspire

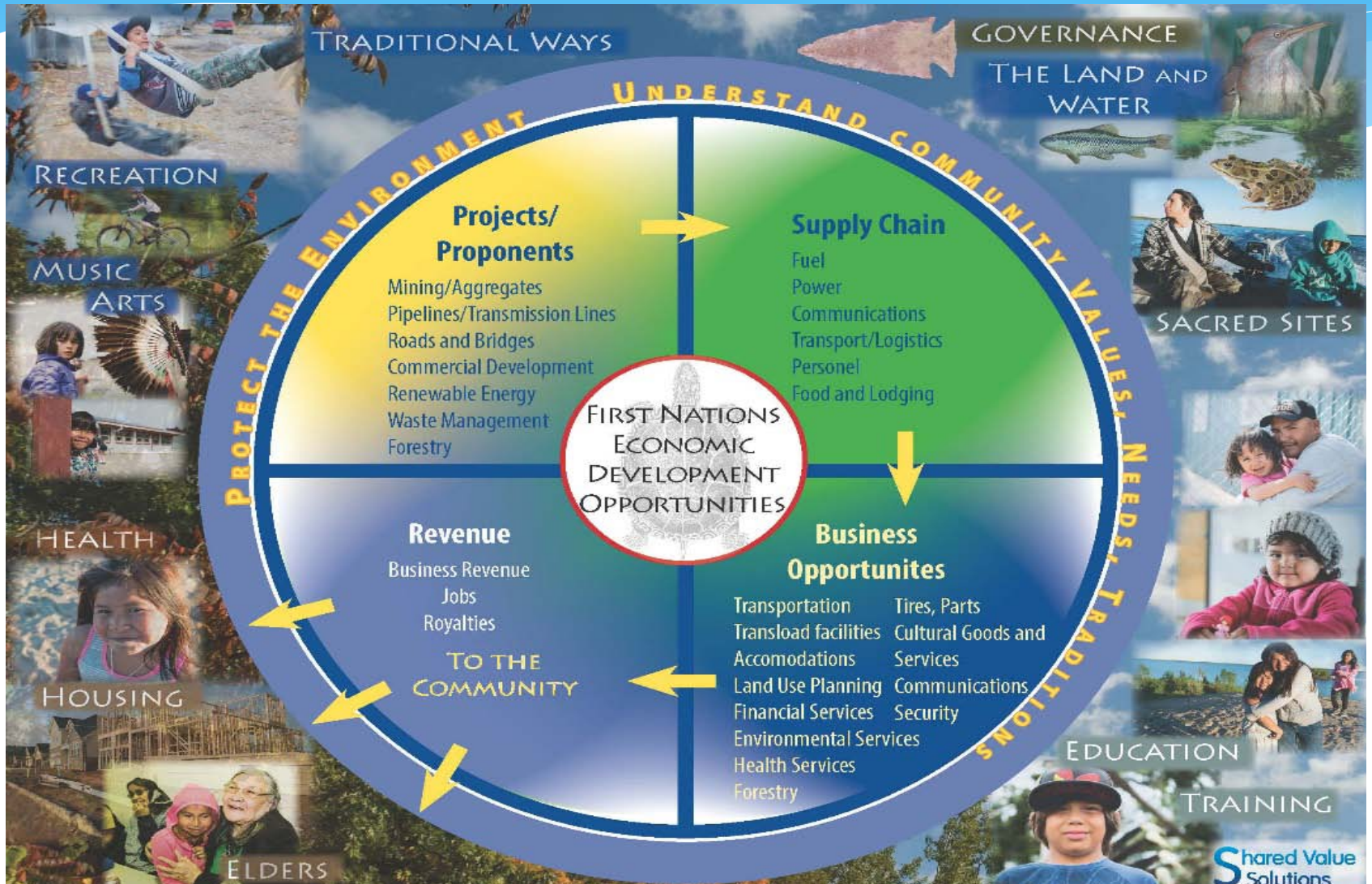


# Building Shared Value

## Nunavut

- \*Camp and catering
- \*Aviation
- \*Environmental management
- \*Engineering
- \*Revenue sharing

# Ring of Fire



# The Future Miner

- \* Conciliator / mediator / willing to find win-win
- \* Visionary - Ability to take the long-view by investing early in building trust and positive working relationships and maintaining active engagement through closure
- \* Innovator - Ability to think outside the box

# The Future Miner

- \* Collaborator - Arranger of partnerships
- \* Planner - Able to see a plan beyond the project needs
- \* Listener - Listen to a broad array of voices and apply what was heard to project design and planning



KOANA