**PRESS RELEASE**

Hatch set to expand its presence in China

**15 November, 2012:** Consulting engineering and project implementation firm Hatch’s presence on Mainland China has moved to a new level after having received several qualification licences to deliver engineering services to the country’s metallurgical industry.

Hatch Global Managing Director **Joe Lombard** says that the licences give Hatch the same status as other design institutes in the country and will enable the company to deliver a broad range of engineering, technical and equipment supply services to the mining and metals, energy and infrastructure industries.

“Hatch was recently involved in the upgrade of all of a large majority of South Africa’s ports and infrastructure rail facilities, as well as in gateway logistics projects for coal export terminals in Australia. These projects exemplify the kind of one-stop-shop service that we want to bring to emerging markets such as China,” explains Lombard.

Key mainland players have taken note of Hatch’s innovative spirit and its keen focus on project success as a result of globally acquired expertise and in-house systems and technologies. Qinghai Salt Lake Industrial Company, Chalco, Galaxy Resources, Zhongcai Petroleum, China Non-ferrous Metals Mining, POSCO-China and Angang Steel are amongst Hatch’s anchor clients.

With cumulative experience on the mainland exceeding 20 years, Hatch has aligned its long-term growth strategy both with its clients and with China’s 12th five-year development plan. Hatch is investing in its local workforce to ensure that the mainland becomes a strong Hatch hub, especially as it plays an increasing role as the company’s major procurement centre.

Lombard points out that Hatch has participated in three key projects on the mainland in 2011. QSILC has commissioned Hatch to provide engineering, equipment custom design and project implementation support for the world’s largest greenfield magnesium smelter and Calcium Carbide facility in Golmud, Qinghai. Galaxy Resources has recently commissioned their Lithium smelter, designed and built by Hatch, in Jiangsu. This plant will be the world’s only significant supplier ready to meet the growing demand for smaller, higher-power and energy-density electric vehicle batteries.

Crucial to strengthening Hatch’s Chinese presence is creating a solid local foundation through relationships. Hatch also works closely with various state-owned engineering companies such as CISDI Engineering, as well as with other critical component and large module suppliers to help further enhance the company’s design, detail engineering and fabrication expertise.

Hatch is also exploring opportunities in local oil sands development, and is working with Zhingcai Petroleum using Hatch’s patented N-Solv technology, which uses 90% less energy than other oil recovery techniques. It looks forward to providing the technology to more Chinese companies, especially in amid increasing environmental and energy concerns, which are highlighted in China’s 12th five year plan.

“We have drawn up our own Hatch China five-year plan to align our strategies with the country’s development and add value. We also want to help Chinese companies venture into countries where we are present, leveraging our reach through our 65 offices and more than 11 000 employees worldwide,” concludes Lombard.

***Ends.***

**Notes to the Editor**  
There are numerous photographs specific to this press release. Please visit <http://media.ngage.co.za> and click on the Hatch link.

**About Hatch**   
Hatch supplies process and business consulting, information technology, engineering, and project and construction management to the mining, metallurgical, energy and infrastructure industries.

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