

## **Wat, Teresa MIT:EX**

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**From:** Wat, Teresa MIT:EX  
**Sent:** Sunday, September 1, 2013 6:35 PM  
**To:** Carroll, Sandra MIT:EX  
**Cc:** Parhar, TJ S JTST:EX  
**Subject:** Urgent -- meeting on Tuesday.

Hi Sandy,

I had a meeting with Madam ZENG Yiliu, president of Tianshan Aluminum Co Ltd, over the weekend and her family aluminium group is planning to set up their North American headquarters in Vancouver.

s.22

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Mr Zeng Xiaoqiao and Zeng Xiaoshan, one of our Executive Directors and the founder of the Group, have been in the aluminum business for more than 30 years and were recognised as one of the 18 most influential persons in the non-ferrous metal industry in the PRC in 2005 by China Non-Ferrous Metal News.

One of their companies, XinRen Aluminum Holdings Limited, was listed in 2010 in Singapore Stock Exchange.

The family now has five aluminium plants in China and three years ago, acquired Tianshan Aluminum in Xinjiang. The production in this newly acquired plant accounts for 20% of their total production. The Xianjiang plant is the biggest in the world.

The family's aluminum production accounts for 40% of the global production. Their head office is in Shanghai.

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I am attaching a brief introduction of their family business and the Singapore company info can be seen on their web [www.xinren-aluminum.com/home.html](http://www.xinren-aluminum.com/home.html).

s.22

I have invited her to go to Victoria on Tuesday so that we can arrange you and your staff to meet with her in my office after my morning meeting at 11 am.

My apology for the last minute notice, but this meeting is very crucial for my efforts to get the family set up their head office in BC. Please be prepared to give her an overview of our natural resources, LNG and our business environment, and also the incentive for head office.

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If we do not have an interpreter in Victoria, My friend can act as an interpreter for the meeting.

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Thanks.

**From:** Wat, Teresa MIT:EX  
**Sent:** Sunday, September 1, 2013 6:37 PM  
**To:** Carroll, Sandra MIT:EX  
**Cc:** Parhar, TJ S JTST:EX  
**Subject:** XinRen info  
**Attachments:** Tianshan Aluminum.doc

## Corporate Profile

XinRen Aluminum Holdings Limited is a leading vertically integrated producer of primary aluminum products with one of the most cost-effective structures in the PRC.

We have an integrated business model that allows us to participate in key stages of the aluminum industry value chain, including:

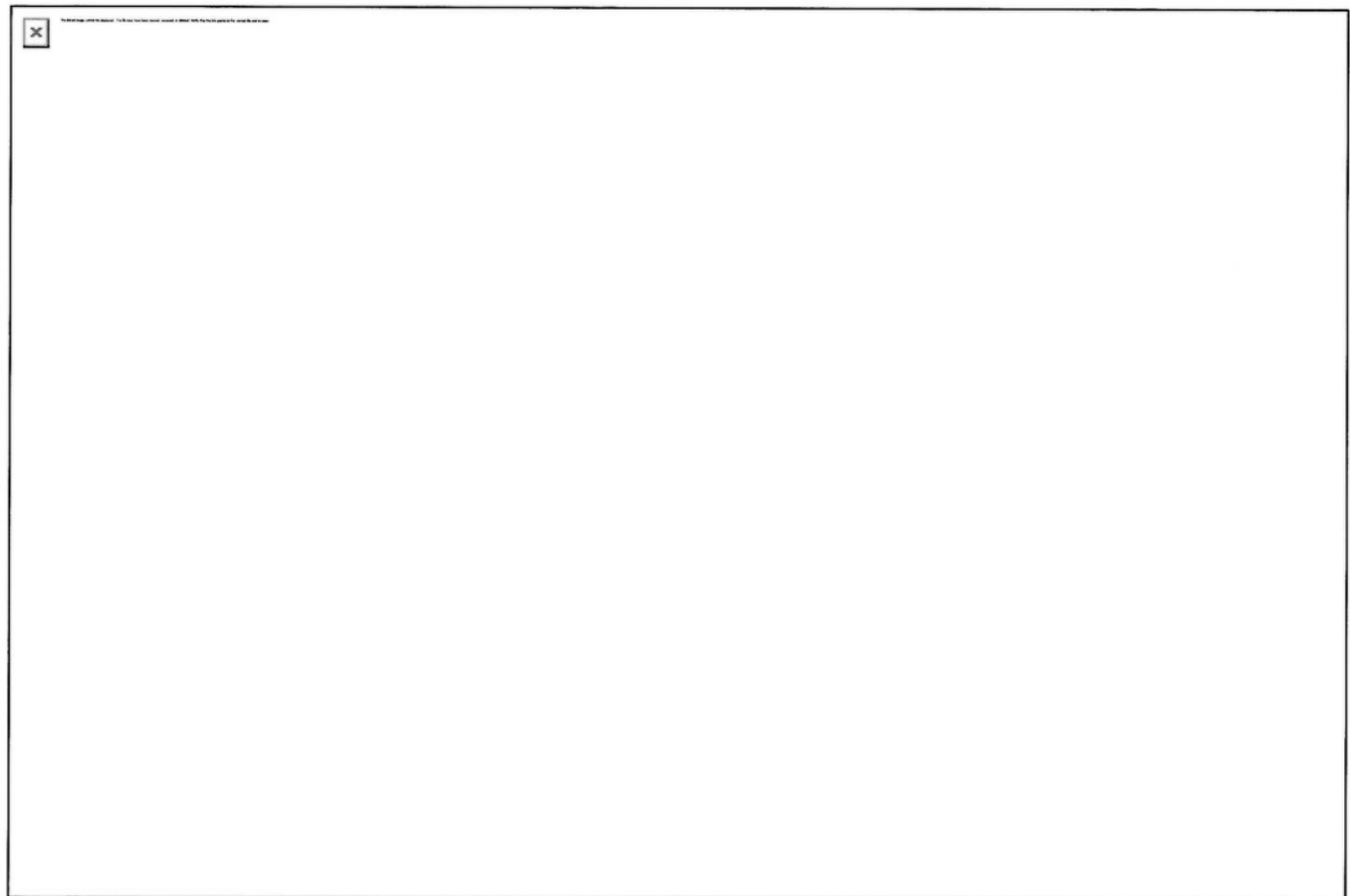
- i. Smelting and sale of primary aluminum in the form of ingots and plates
- ii. Fabrication and sale of value-added aluminum products such as aluminum sheets, coils and foils
- iii. Trading of alumina and primary aluminum products sourced from third parties

We own and operate two primary aluminum smelting plants in Yichang City, Hubei Province and Liupanshui City, Guizhou Province in the PRC, which have an average primary aluminum production capacity of 275,000 tonnes annually. We have completed the acquisition of an initial effective 21% stake in China Leading International Group Limited (CLI), and thus a stake in a primary aluminum smelter, Xinjiang Production and Construction Corps Agricultural Division Eight Xinjiang Tianshan Aluminum Plant Co. Ltd. (Xinjiang Plant). This smelting plant in Shihezi, Xinjiang Province has a primary aluminum production capacity of 447,000 tonnes annually. Located in a coal-rich province, Xinjiang Plant consists of a wholly owned cost competitive smelting facility and an independent power plant comprising two power generating units with a total capacity of 2x350MW, currently under construction, which will boost the Group's position in the sector.

We also operate an aluminum fabrication plant in Jiangyin City, Jiangsu Province that has an annual production capacity of 50,000 tonnes. In addition, we own two companies, Shanghai Shuangpai Aluminum Co., Ltd. (Shanghai Shuangpai) and Shanghai Fengbo International Trading Co., Ltd. (FB Trading), which market, trade and sell alumina and primary aluminum products manufactured by our Group as well as third parties in the PRC and overseas.

We have been able to build a leading position in the industry because of the quality and cost-competitiveness of our products, which were achieved through the use of energy-efficient and environmentally friendly technologies that we developed in-house. Following the recent completed acquisition of Xinjiang Plant, we expect to enjoy further cost

savings because the facility's on-site power plant can take advantage of the cheap and abundant coal resources in Xinjiang.



Year	Award/Certificate/Membership	Awarding Unit	Term of Validity
May 2010	"Advanced Technology Enterprise in WuXi"	Science & Technology Institute of Wuxi	
2009	Membership	China Nonferrous Metal Processing Industry Association	N. A.
2009	"AAA Credit Level" Certificate	Jiangsu Hengda Credit & Appraisal Co., Ltd.	N. A.
June 2009	Membership	Shanghai Aluminum Trade Association	N. A.
January 2009	Advanced Unit of "Safe Production" - Year 2008	Safety Production Committee of Jiangyin People's Government	N. A.
December 2008	"Foreign Exchange Green Channel" Enterprise for 2009	State Administration of Foreign Exchange, Shanghai branch	N. A.
November 2008	Certificate of ISO9001: 2000 Quality Management System	NSF International Strategic Registrations	November 2008 to November 2011

August 2008	Advanced Unit of "Safe Production Month"	Safety Production Committee of Jiangyin People's Government	N. A.
July 2008	Certificate of "Reliable Enterprise in Quality of Jiangsu Province"	Brand Promoting Commission of Jiangsu province and Quality Supervision Managing Commission of Jiangsu Province	July 2008 to July 2011
May 2008	Certificate of Food and Drug Administration Registration	US Food and Drug Administration Authority	



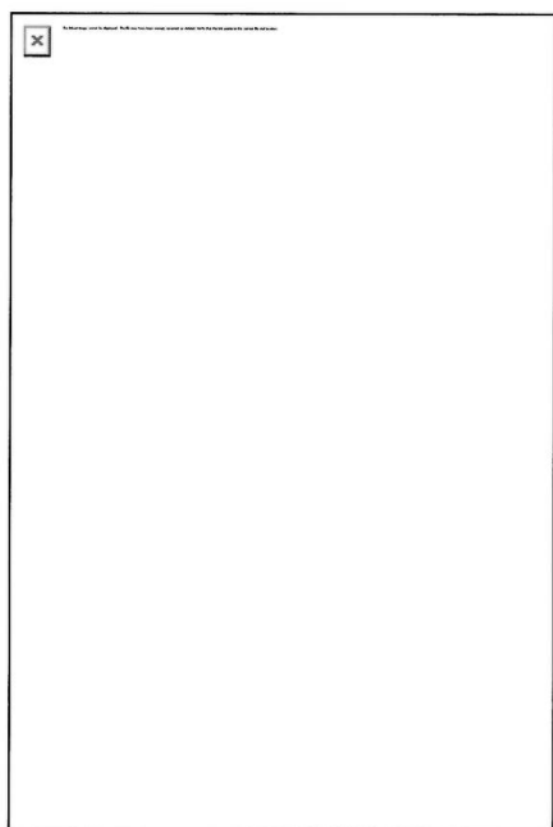
## Competitive Strengths

We believe our competitive strengths and business strategies – backed by our strong customer network and relationship with our suppliers as well as our operational know-how and experience – will allow us to take advantage of any potential growth in aluminum consumption in the PRC.

## Competitive cost structure

- We are able to enjoy lower electricity costs in our smelting operations at Yichang Plant because of subsidies from the Yichang government, while our Liupanshui Plant can lower its electricity costs because of the rich coal resources in Guizhou Province.

- Our newly acquired, 21%-owned Xinjiang Plant will enable us to enjoy further cost reductions because the facility's on-site power plant can take advantage of the cheap and abundant coal resources in Xinjiang Province.
- We have secured alumina requirements for our existing production capacity until December 31, 2014 under four supply contracts with China Aluminum Co., Ltd. and Minmetals Aluminum Co., Ltd., the two largest alumina suppliers in the PRC.
- The proximity of our plants to key transportation hubs such as major shipping ports along the Yangtze River, including Yichang and Jiangyin, as well as major railway hubs in the southwestern region of the PRC, means we can transport products to customers and receive supplies conveniently and cost-effectively.
- We believe our highly automated production processes and active management of our labour requirements enable us to derive a competitive advantage in terms of labour costs.



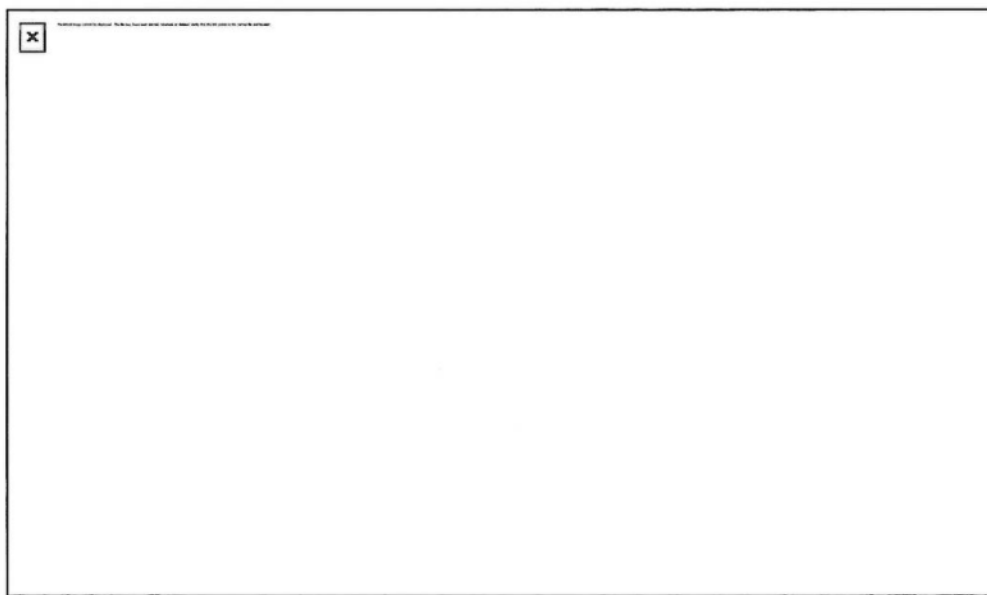
An integrated business model that lets us engage in key stages of the aluminum industry value chain

- By owning the production facilities for making primary aluminum and fabricated aluminum products as well as the marketing and trading operations, XinRen is able to operate more efficiently as it can achieve greater coordination and control over the aluminum supply chain.
- As our new carbon anode plant in Guizhou, slated to have a production capacity of 100,000 tpa, comes on-stream in FY13, we will be able to gain greater control over production costs and increase the vertical integration of our operations.

- XinRen was granted an option by our key shareholders to purchase Kaili Shuangkai Chemical Co., Ltd. which plans to build a plant for the production of aluminum hydroxide, the key raw material used to produce alumina, which in turn is the key raw material used to produce primary aluminum. Should we exercise this option, our operations would be further integrated upstream through the production of alumina from aluminum hydroxide.
- We are able to extract value from various aspects of our operations, both upstream and downstream, through better management of and greater control over our costs and margins.

#### Experienced management team with strong operating track record

- Our experienced management team has in-depth knowledge of the aluminum industry and a strong track record in successfully establishing, managing and operating smelting and fabrication plants, and in trading aluminum and aluminum products.
- Our Executive Directors also have extensive operational knowledge and experience in running smelting and fabrication facilities, and they have built strong relationships with our customers and suppliers.
- Mr Zeng Xiaoqiao @ Zeng Xiaoshan, one of our Executive Directors and the founder of the Group, has been in the aluminum business for more than 30 years and was recognised as one of the 18 most influential persons in the non-ferrous metal industry in the PRC in 2005 by China Non-Ferrous Metal News.



## Wat, Teresa MIT:EX

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**From:** Teresa Wat s.22  
**Sent:** Saturday, September 14, 2013 10:13 PM  
**To:** Soares, Ramona MIT:EX  
**Cc:** Wat, Teresa MIT:EX  
**Subject:** invite from Xinjiang  
**Attachments:** XinjiangInvitation Letter signed.docx

Hi Ramona,

Attached please find an invitation letter from the President of Tianshan Aluminum. Since there is a high chance of the group moving their investment to Vancouver, I think it is necessary for me to visit their plant in Xinjiang during my coming China mission. Thanks.

----- Forwarded Message -----

**From:** Teresa Wat <s.22  
**To:** "[teresa.wat@gov.bc.ca](mailto:teresa.wat@gov.bc.ca)" <[teresa.wat@gov.bc.ca](mailto:teresa.wat@gov.bc.ca)>  
**Sent:** Saturday, September 14, 2013 8:01:56 PM  
**Subject:** Fw: Fwd: 邀请函

**From:** "123" <147262809@qq.com>  
**Date:** 14 September, 2013 7:13:39 PM PDT  
**To:** "rosyshang" s.22  
**Subject:** 邀请函

尚总：

您好！附件为曾总发给屈厅长的邀请函，请查收！谢谢！

天山铝业  
蒋琳





新疆生产建设兵团农  
Xinjiang Production and Construction Cr

September 4, 2013

Hon. Teresa Wat

Minister of International Trade

Minister Responsible for Asia Pacific

Strategy and Multiculturalism

Room 342, Parliament Buildings

Victoria, BC V8V 1X4

Dear Minister Wat,

On behalf of the Tianshan Aluminum Co., Ltd, company in Xiang Jiang Province, China during upcoming fall. I would like to extend the invitation to your Ministry staff on the investment climate in Xinjiang. It is to exhibit our ongoing operation and discuss the business and trade network, as well as to set up an office in British Columbia, Canada.

Tianshan Aluminum Co. Ltd is a wholly-owned Limited, which is a leading vertically integrated company with one of the most cost-effective structures in

## Wat, Teresa MIT:EX

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**From:** Wat, Teresa MIT:EX  
**Sent:** Monday, September 23, 2013 2:00 PM  
**To:** Parhar, TJ S MIT:EX  
**Cc:** Wat, Teresa MIT:EX  
**Subject:** RE: Mission Questions

Please see my response below to their questins.

In addition, there will be an MOU to be signed in Tianjin. Will forward you details when I have them available. That's why I will go to Tianjin.

Also, Woodfibre is almost committed to sett ing up their head office in Vancouver and I need to visit their LNG receiving plant near Shanghai for the signing ceremony. Ramona is following up with the development after last Thursday's meeting.

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**From:** Parhar, TJ S MIT:EX  
**Sent:** September 23, 2013 11:08 AM  
**To:** Wat, Teresa MIT:EX  
**Subject:** FW: Mission Questions

Minister,

Please see 1 and 2 below. Do you agree with the comments below? I will start meeting with staff on a weekly basis to ensure the mission is going according to plan.

TJ

**From:** Eidsness, Greg MIT:EX  
**Sent:** Monday, September 23, 2013 10:08 AM  
**To:** Parhar, TJ S MIT:EX  
**Subject:** Mission Questions

Hey TJ,

A few mission items to run by you:

1. Xinjiang. We got the go-ahead from a safety and protocal perspective. I have been referred to a local contact of Xinren Aluminum, Rosie Shang, to discuss details. I do want to confirm that Ms. Zeng proposed that the Minister go to their aluminum plant in Xinjiang, because the research I've done shows their corporate offices<sup>s.22</sup> being in that Jiangyin city near Shanghai and in Singapore.

TW: Greg is right, the family's corporate office is near Shanghai and is listed in Singapore. But Madam Zeng wants the Minister to see their showcase plant in Xinjiang and <sup>s.22</sup>  
s.22

s.13,s.17

3. Could the two of us, plus Henry, start sitting down for a short meeting every week to go over the program and resolve any issues that come up? If that's alright, just let us know a good time for you.

Thanks,

Greg

## Wat, Teresa MIT:EX

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**From:** Wat, Teresa MIT:EX  
**Sent:** Tuesday, September 17, 2013 8:03 PM  
**To:** Baskerville, Shannon MIT:EX; Soares, Ramona MIT:EX; Parhar, TJ S MIT:EX; Cadario, Michele PREM:EX  
**Cc:** Wat, Teresa MIT:EX; Bremner, Hector MIT:EX  
**Subject:** xinjiang letter of intent

Hi Shannon,

I have great news for our ministry. Madam Zeng's family business in aluminum has decided to set up their group's head office for their North American business in Vancouver. They are prepared to sign a letter of intent when I am in Xinjiang.

Please draft a letter of intent so that I can forward to Madam Zeng's for their review.

Sandra and T J, as well as MIO staff were at the meeting we had in Victoria. I can't recall if Ramona was present.

Thanks.

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