



## David Paterson

### ASSOCIATE PRINCIPAL



[davidpaterson@guberno.com.au](mailto:davidpaterson@guberno.com.au)



+(61) 409 517 399



Gordon House, 21/24 Little Bourke Street, Melbourne, VIC, 3000



#### OVERVIEW

- David has 30+ years' experience in the mining sector living and working in Australia, Asia, Europe and Africa.
- A business strategist with diverse leadership roles in business analysis, project evaluation, commercial negotiations, corporate communications, government relations and social performance.
- 15 years' frontline leadership in some of the world's most contentious mining business on 3 continents.
- Strong record of resolving conflict, improving corporate communications and using local economic development to improve stakeholder engagement.



#### EXPERTISE

##### Industry



Mining, mineral exploration, Shipping



Copper, gold, uranium, iron ore

##### Functional



Business analysis, Project evaluation, Commercial negotiations.



Exploration, Mining operations, Shipping.



Media and communications, Government relations, CSR.



#### EDUCATION

- MBA – University of Melbourne
- B Ec – Monash University



#### SENIOR MANAGEMENT EXPERIENCE

##### Strategy and Commercial Negotiations

- Completed a wide range of significant commercial agreements, including disposal of a significant minority stake in a major mining company, acquisition and disposal of exploration assets, renegotiation of a mining investment agreement with a national government, acquisition of a stake in a major online trading portal.
- Negotiation of tenure arrangements for a remote Australian town with Aboriginal interests, and a range of private and government royalty agreements.

##### Extensive International Experience

- Have held significant leadership positions in Australia, Europe, Asia and Africa.
- Have undertaken projects in a further 30 countries, involving business development and project evaluation.
- Track record of building effective relationships with governments at all levels.
- Successfully built up teams of local professionals in a range of countries, dealing with cross cultural awareness and communication issues.

##### High Level Stakeholder Engagement Expertise

- Managing the defense of a major class action case in Africa.
- Addressing community dissent in a remote Asian mining town.
- Turning around the highly contentious relationship between a mining company and an indigenous group affected by its operations.
- Building constructive relationships with activist groups and media organisations.
- Negotiating a renewed royalty agreement with a national government during a period of political and economic unrest.