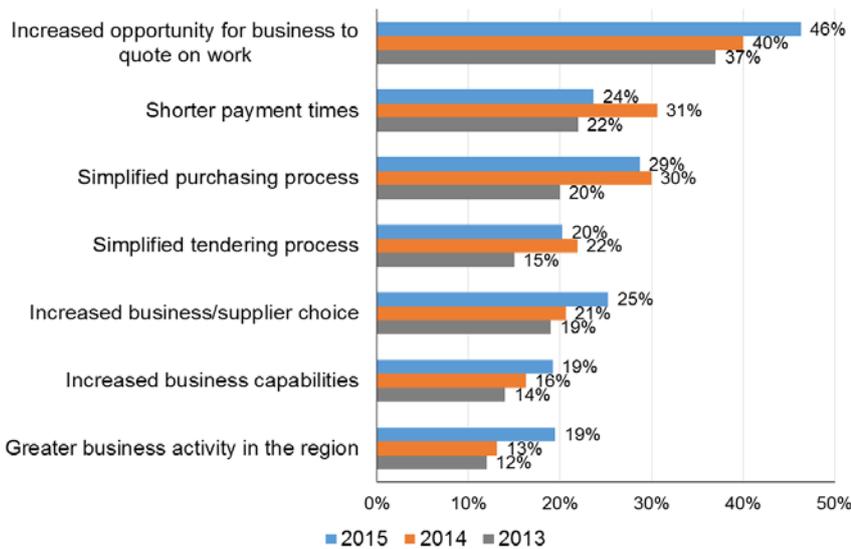


What BMA's Local Buying Program stakeholders had to say, **three years** into the Program.

BHP Billiton Mitsubishi Alliance (BMA) and C-Res engaged the Australian Centre for Corporate Social Responsibility (ACCSR) in 2015 for the third independent evaluation of the effectiveness of the BMA Local Buying Program (BLBP). A broad range of program stakeholders participated in the study by phone interview (17) and online survey response (454). Stakeholders that participated included registered suppliers, BMA/BMC employees and community representatives who were each asked a series of questions about 'if' and 'how' the Program was having a positive impact.



Comparison between main changes as a result of the BLBP

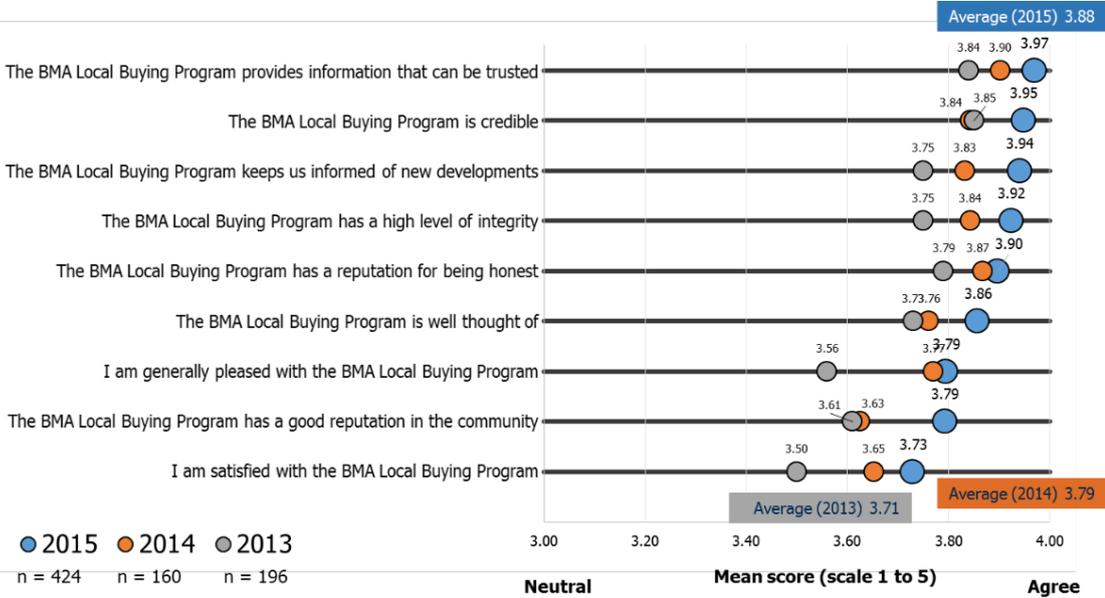


Stakeholders said the biggest impact from the program was an increased opportunity for businesses to quote on work. Other benefits that stakeholders see are the simplified purchasing and tendering processes, and the greater business activity in the region.

“Sourcing locally is economically beneficial for the community as money is kept local.” – Community organisation

A collaborative regional approach

Perceptions of the BLBP

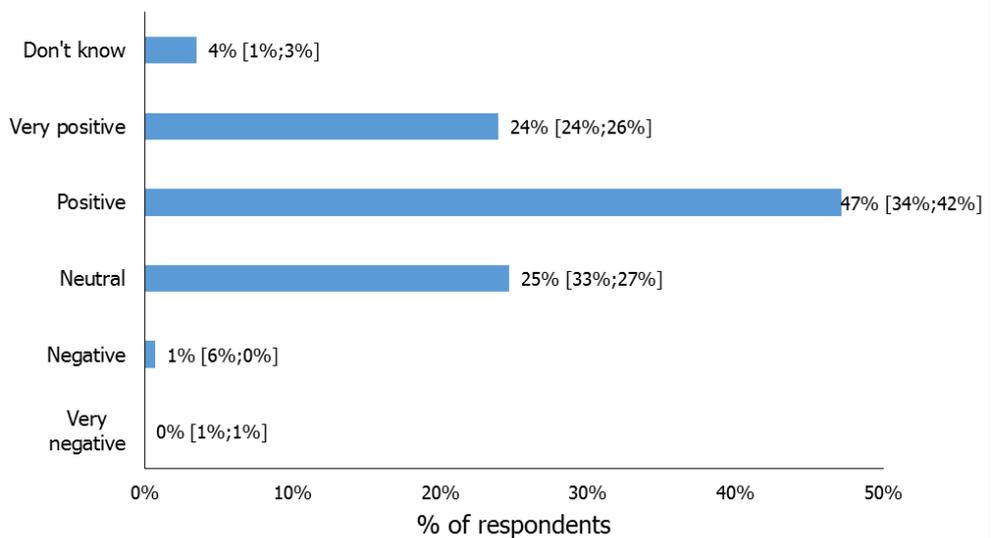


"I am very happy with the whole BMA Local Buying Program and would like to keep working with the system. It is easy to use and understand and the C-Res Administration Team are very helpful." – Registered supplier.

More than half of survey respondents were aware of the Local Buying Community Foundation and had a positive impression of it.

Respondents also recognised the purpose of the Community Foundation and said it was contributing to stimulating regional economic development.

General impression of the BLBP Foundation



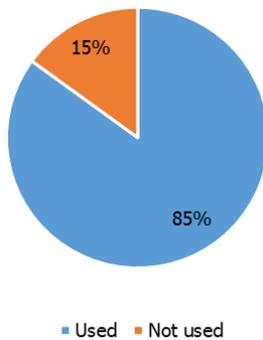
Data is presented as 2015 [2014; 2013]

n=238

Making work simple

A key objective of the program is to deliver simple and fit-for-purpose outcomes for stakeholders in the engagement of goods and services from local suppliers within BMA and BMC's operational footprint. This has been achieved through the development of a website www.localbuying.com.au. The graphs below summarise stakeholder satisfaction with the online supplier directory that is accessed through the website.

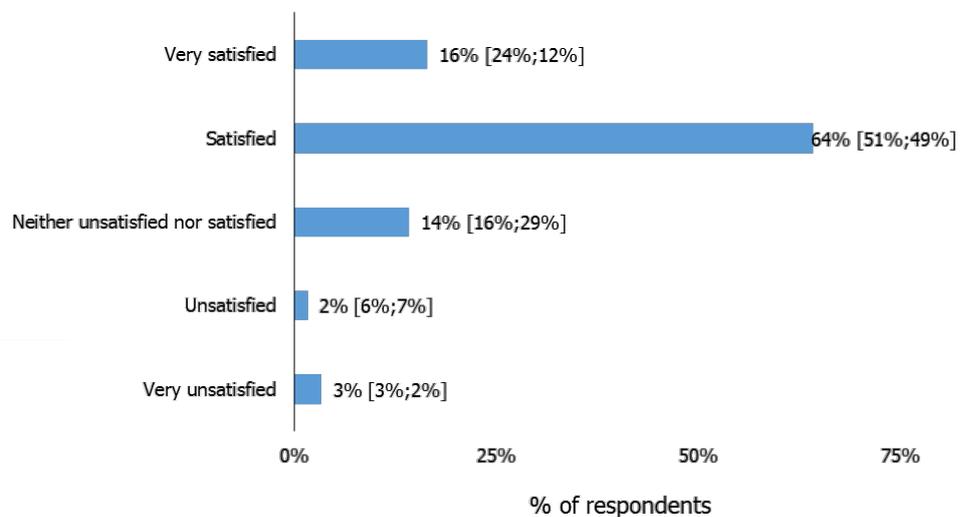
Use of online supplier directory



Data is presented as 2015 [2014; 2013]

n=186

Satisfaction with online supplier directory



"The system is straightforward and easy to use. I didn't need to have any training, I learnt it myself, and it was easy." – Local Business

The BMA Local Buying Program has enjoyed a solid start (since commencing in June 2012) and demonstrated **clear successes**. Most stakeholders have identified that the program makes a difference to local businesses and the regional economy.

For more information on the BMA Local Buying Program visit www.localbuying.com.au, phone **1800 536 663** or email info@localbuying.com.au.