

ABOUT THE LOCAL BUYING PROGRAM IN WESTERN AUSTRALIA

The Local Buying Program (LBP) was established in Western Australia in October 2017 to provide opportunities for small businesses in the eligible areas within the Pilbara region to engage with BHP.

Recognising that it can often be challenging for smaller businesses to engage as a supplier of BHP, the LBP makes it simpler and easier for these businesses to competitively bid for supply opportunities that are released by BHP's Western Australia Iron Ore operations.

The LBP is delivered in partnership between BHP and C-Res. C-Res is a cost neutral entity that proudly continues to deliver the LBP for all BHP Minerals Australia assets nationwide.

14 Average Payment Days Since Inception	\$13,033,632 Approved Spend Since Inception	572 Approved Work Opportunities Since Inception

75% Approval rate for work opportunities lodged

Approved Spend Highlights 2018 – 2019

Out of Region (Traditional Owner Exemption)	2%	\$128,811
Shire of Ashburton	1%	\$89,745
Shire of East Pilbara	29%	\$2,676,631
Town of Port Hedland	68%	\$6,294,862

\$9,190,049 Total Approved Spend

Local Business Participation Highlights 2018 – 2019

Out of Region (Traditional Owner Exemption)	7%	17	Approved Suppliers
Shire of Ashburton	3%	7	Approved Suppliers
Shire of East Pilbara	30%	71	Approved Suppliers
Town of Port Hedland	60%	145	Approved Suppliers

240 Total Number of Approved Suppliers

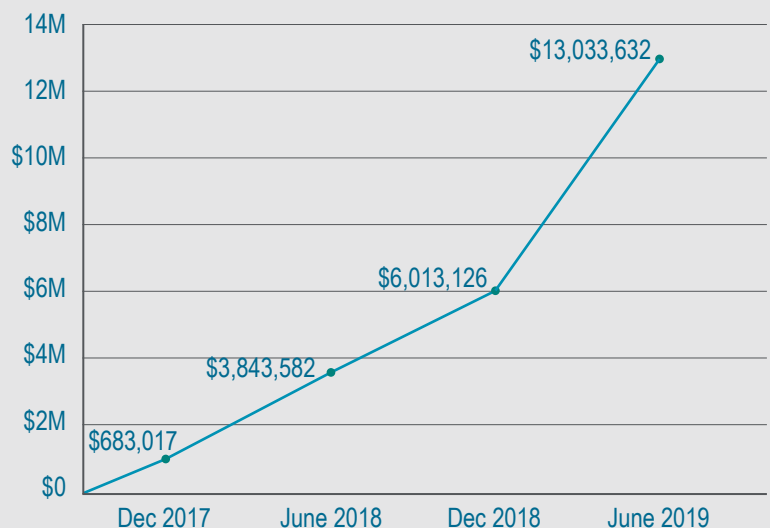
Work Opportunities Highlights 2018 – 2019

Out of Region (Traditional Owner Exemption)	3%	11	Approved Work Opportunities
Shire of Ashburton	0%	1	Approved Work Opportunities
Shire of East Pilbara	46%	181	Approved Work Opportunities
Town of Port Hedland	51%	198	Approved Work Opportunities

391 Total Approved Work Opportunities

14 Days average payment period from receipt of invoice

440 Registered BHP Buyers



YOUR LOCAL BUYING PROGRAM: HERE FOR YOUR BUSINESSES AND YOUR COMMUNITY IN WESTERN AUSTRALIA

The LBP is committed to providing business support essential to building capacity and capabilities of locally owned small enterprises in eligible regions nationwide. Additionally, the Program is dedicated to promoting, encouraging and supporting business development opportunities via local Business Chambers and Industry Groups.

Here in the Pilbara in Western Australia, the LBP is building relationships with several key stakeholders, to better enable us to support the local community and contribute to the growth and sustainability of the regions in which we operate. These include:

- Newman Chamber of Commerce and Industry
- Newman Futures (Creating Communities)
- Newman Stakeholder Engagement Group
- Port Hedland Chamber of Commerce
- Hedland Collective
- Town of Port Hedland
- Shire of East Pilbara
- Many Rivers

C-Res and BHP were proud sponsors of the 2019 Newman Chamber of Commerce and Industry Business Excellence Awards. More than 20 of our registered BHP Local Buying Program suppliers were nominated in various categories, and recognised for outstanding achievements. C-Res was also part of the Welcome to Hedland Expo, and attended the BHP Contractor Awards.

The C-Res team works closely with the crew at BHP WAIO Operations to provide LBP Awareness and How To Sessions to help support sustainable diversity, and expand local and indigenous procurement opportunities in the communities BHP operates in. The introduction of BHP Southflank into the LBP, combined with more regular engagement with site project teams and key BHP personnel, has resulted in increased opportunities for suppliers in Western Australia.

Regular Drop-In Sessions have been provided for all stakeholders (BHP, suppliers and community groups) in Newman and Port Hedland. We continue to work closely with the BHP Principal, Local Buying to source opportunities for Traditional Owner and Pilbara Aboriginal Businesses, and with the BHP Supply Business Partner in Newman and Port Operations to build meaningful engagement between BHP personnel and LBP suppliers.



LOCAL BUYING PROGRAM
BUILDING OUR FUTURE TOGETHER

BHP **C-RES**
COMMUNITY RESOURCING FOR THE FUTURE

PROUDLY DELIVERING THE LOCAL BUYING PROGRAM IN PARTNERSHIP

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