



## ABOUT THE LOCAL BUYING PROGRAM IN WESTERN AUSTRALIA

The Local Buying Program (LBP) in Western Australia provides opportunities for small businesses in eligible regions to competitively supply goods and services to BHP's Iron Ore operations. The LBP commenced in Western Australia in 2017 and is delivered in partnership between BHP and C-Res. C-Res is a cost neutral entity that proudly continues to deliver the LBP across all BHP Minerals Australia assets nationwide.



Western Australian Regions	Financial Year to Date Results   July – September 2019						Since Commencement (2017)	
	Approved Spend		Business Participation		Approved Work Opportunities			
Out of Region (Traditional Owner Exemption)	\$1,764,888.07	32.4%	20	8.2%	14	4.7%	Approved Spend	
Shire of Ashburton	\$35,058.77	0.6%	6	2.5%	1	0.3%	\$18,482,502.17	
Shire of East Pilbara	\$2,016,951.15	37%	77	31.7%	125	41.7%	Average Payment Days	
Town of Port Hedland	\$1,631,972.68	30%	140	57.6%	160	53.3%	13.9	
<b>July – Sept 2019</b>	<b>\$5,448,870.67</b>	<b>100%</b>	<b>243</b>	<b>100%</b>	<b>300</b>	<b>100%</b>	Approved Work Opportunities	
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<b>13.3</b>	Days average payment period from receipt of invoice	<b>124</b>	Registered BHP Buyers creating work opportunities
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## LOCAL BUYING PROGRAM – ENGAGEMENT HIGHLIGHTS

In Western Australia, C-Res through the Local Buying Program (LBP) actively support and promote business initiatives and events which focus on building business capacity and capability. C-Res is committed to building essential relationships within the business community and maintaining our focus on local business growth and sustainability opportunities.

Last quarter, the C-Res team attended business networking events, functions and BHP sites including:

- BHP Brookfield Place (Perth) Drop-In sessions, EOI Indigenous Contracting Panel Forum, LBP Awareness sessions
- Visits to BHP Yandi, Jumblebar, and Newman Operations for LBP awareness training, 1:1 sessions and meetings
- LBP presentations at various meetings across BHP Newman Operations, Geoscience and NPI (Non Process Infrastructure)
- BHP Supply Gallery Walkthrough at EPH (Eastern Pilbara Hub) Warehouse, Yandi Forwarding Warehouse and Central Warehouse
- LBP Drop-In sessions at The Square, Newman
- Newman Local Buying and Traditional Owner Indigenous Business supplier visits
- Port Hedland Chamber of Commerce and Industry Business Awards; C-Res sponsored the Best Business (5 – 10 employees) Category
- Newman Chamber of Commerce and Industry Christmas In July Business After Hours
- NAWO (National Association of Women in Operations) BHP Pilbara Roadshow - Future Fit Forum