

ABOUT THE LOCAL BUYING PROGRAM

The Local Buying Program (LBP) provides opportunities for small businesses in eligible regions to competitively supply goods and services to BHP, BHP Mitsubishi Alliance (BMA) and BHP Mitsui Coal (BMC). The Local Buying Program began in 2012 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.



FINANCIAL YEAR TO DATE RESULTS | JULY 2019 – MARCH 2020



State Totals

New South Wales
Queensland
South Australia
Western Australia



Approved Spend

\$14,005,930 (12%)
\$86,756,332 (72%)
\$1,997,024 (2%)
\$16,380,777 (14%)
\$119,140,063 (100%)



Business Participation

133 (9%)
940 (65%)
96 (7%)
268 (19%)
1,437 (100%)



Approved Work Opportunities

547 (8%)
5,659 (74%)
218 (3%)
1,178 (15%)
7,602 (100%)

19 Days average payment period from receipt of invoice

1,104 Registered BHP Buyers creating work opportunities

SINCE COMMENCEMENT RESULTS JULY 2012 – MARCH 2020



Approved Spend

\$471,450,392



Average Payment Days

15

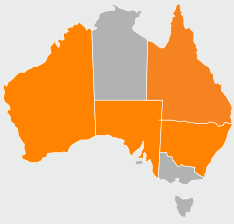


Approved Work Opportunities

34,760

FINANCIAL YEAR TO DATE SUMMARY

NATIONAL | July 2019 – March 2020



WORKING TO SUPPORT YOUR BUSINESSES AND COMMUNITY

C-Res, through the Local Buying Program, is committed to providing business support essential to building capacity and capabilities of locally owned small businesses in eligible regions nationwide. Building and sustaining working relationships and partnerships within the business community is central to our focus on growth opportunities and sustainability. C-Res team members are actively involved with key community organisations, business chambers and industry groups to ensure positive engagement with our stakeholders.

C-Res has represented the LBP at key networking events and functions, site engagements and businesses activities to ensure buyers, suppliers and our communities can tap into every possible opportunity available through the Local Buying Program. These include:

- Meeting with BHP teams across the country to discuss utilisation of LBP and supply opportunities for LBP suppliers
- Representing LBP at numerous Business Chamber/Industry Group meetings and Business Awards events in LBP eligible regions
- Successful Meet the Buyer Event held in association with BHP Mt Arthur Coal in New South Wales; C-Res Board met with site management and were accompanied on a MAC site tour
- Following the success of Meet the Buyer events in WA and SA, and an End of Year function in QLD in December 2019; the BHP, BMA and C-Res Meet and Greet Stakeholder Event in Dysart had a positive response giving suppliers and buyers an excellent opportunity to network, and BMA Saraji management engaged with suppliers on site visits
- C-Res and LBP well represented at the Community Update presented by BHP Olympic Dam Asset President, Laura Tyler, in Roxby Downs, SA
- C-Res joins International Women's Day celebrations in QLD, NSW, SA and WA
- LBP suppliers support BHP in response to CV19 including production of urgent hygiene products and helping local suppliers meet the demand of their communities
- The new Local Buying Foundation Charter came into effect in January 2020. Melissa Westcott (C-Res Director) was welcomed to the LBF Chairperson position for QLD and NSW. Following this appointment, NSW LBF Advisory Committee Members were endorsed in February 2020, and QLD LBF Advisory Committee Members were endorsed in March 2020

Nationally, the Local Buying Program operates in all BHP Minerals Australia operational footprints - including BHP Mitsui Coal and BHP Mitsubishi Alliance in Queensland, Mt Arthur Coal in New South Wales, BHP Olympic Dam in South Australia and BHP Western Australia Iron Ore in the Pilbara.



For more information on the Local Buying Program, please visit www.localbuying.com.au