



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.



FINANCIAL YEAR TO DATE RESULTS | JULY 2019 – MARCH 2020

WA Regions	Approved Spend	Business Participation	Approved Work Opportunities
Out of Region (Traditional Owner and Indigenous Business Exemption)	\$3,293,541 (20%)	18 (7%)	55 (5%)
Shire of Ashburton	\$134,327 (1%)	7 (3%)	2 (1%)
Shire of East Pilbara	\$6,680,034 (41%)	77 (29%)	526 (44%)
Town of Port Hedland	\$6,272,875 (38%)	166 (61%)	595 (50%)
	\$16,380,777 (100%)	268 (100%)	1,178 (100%)

14 Days average payment period from receipt of invoice

284 Registered BHP Buyers creating work opportunities



SINCE COMMENCEMENT RESULTS OCTOBER 2017 – MARCH 2020

Approved Spend \$29,414,409	Average Payment Days 14	Approved Work Opportunities 1,750
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FINANCIAL YEAR TO DATE SUMMARY

WESTERN AUSTRALIA | July 2019 – March 2020



ENGAGING IN BUSINESS COMMUNITIES

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.

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:

- Continual supplier engagement visits and 1:1 user training, and hosting Drop-In Sessions in Port Hedland and Newman
- Ongoing site visits to assist with training, to discuss utilisation of the LBP with BHP Specialists, and to meet with the BHP Community team
- Representing LBP at Newman Futures meetings, Port Hedland Chamber of Commerce and Newman Chamber of Commerce Business After Hours events
- Monthly meetings with BHP Principal for Local Content to discuss key LBP opportunities
- Port Hedland Chamber of Commerce and Industry Business Awards; C-Res sponsored the Best Business (5 – 10 employees) Category
- Hosting a successful Meet the Buyer Event with BHP, connecting BHP Buyers with LBP Suppliers and engaging with community stakeholders in Port Hedland and Newman
- C-Res join International Women's Day celebrations held at BHP's Nelson Point
- LBP suppliers support BHP in response to CV19 including production of urgent hygiene products

Regions in Western Australia eligible for Local Buying Program:

Town of Port Hedland, Shire of Ashburton, Shire of East Pilbara



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