

# LOCAL BUYING PROGRAM

BUILDING OUR FUTURE TOGETHER



## Queensland

### FINANCIAL YEAR TO DATE SUMMARY

July 2020 to March 2021

**Connecting Australia's biggest business  
with our regions' smallest businesses**

The Local Buying Program (LBP) in Queensland provides opportunities for small businesses in the Central Highlands, Isaac and Mackay local government areas to competitively supply goods and services to BHP Mitsubishi Alliance (BMA), BHP Mitsui Coal (BMC) and BHP Operations Services. The LBP commenced in Queensland in 2012 and is delivered in partnership between BHP and C-Res. C-Res, a cost neutral entity, delivers the LBP across all BHP Minerals Australia assets and BHP Western Australia Petroleum.



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for Financial Year to Date  
Highlights and News

## LOCAL BUYING PROGRAM July 2020 to March 2021

### Queensland Local Buying Program | Regional Highlights

Region	Approved Spend		Local Business Participation		Approved Work Opportunities	
Central Highlands	\$10,530,600	14%	177	19%	597	12%
Isaac	\$20,005,610	26%	220	23%	2,100	42%
Mackay	\$45,045,893	59%	546	57%	2,332	45%
Other	\$265,390	1%	14	1%	26	1%

**729**

BHP Buyers creating  
work opportunities

**957**

Small local businesses  
approved with LBP



**July 2020 - March 2021**

**Since 2012**



**\$75,847,502**

Total Approved Spend



**\$518,945,863**

Total Approved Spend



**5,055**

Approved Work Opportunities



**37,795**

Approved Work Opportunities



**12 Days**

Average payment period from  
receipt of invoice



**14 Days**

Average payment period from  
receipt of invoice

*"C-Res provided valuable assistance to identify qualified LBP Suppliers to match the work required on site."*

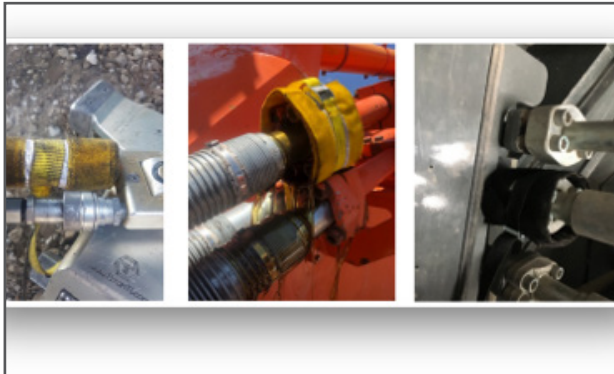
**BMA Buyer | Blackwater Mine**





# Local Buying Program BUSINESS HIGHLIGHTS

*"We have a great relationship with BHP Buyers on CQ sites. The engagement process via the LBP runs smoothly and the payment terms benefit our business."* **LBP Supplier | Local Buying Program, QLD**

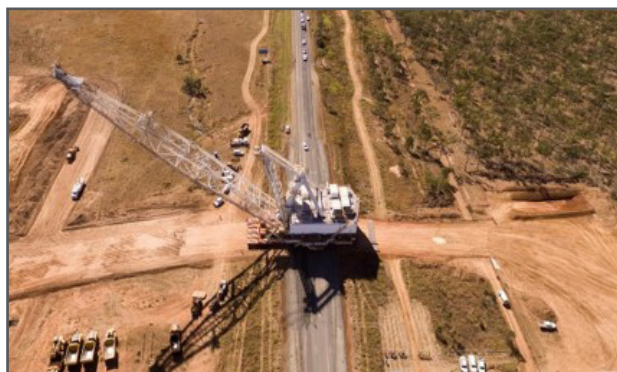


## LBP SUPPLIER DELIVERS SUSTAINABLE SOLUTION

HNA Group co-owners, Craig Hall and Anthony Lye, have developed the HNA Band It in response to the high potential risk of fluid injection injuries when conducting routine maintenance. This new product has been made available to sites via the Local Buying Program. The HNA Band It is a versatile tubular sleeve manufactured from densely woven polyamide and can be used as a permanent safety feature on a working machine. It is user and environmentally friendly.

## LOCAL SMALL BUSINESS AWARDED BIG PROJECT

Local business, Seaforth Civil, was engaged via the LBP recently to complete a new project at the Future Fit Academy in Mackay involving hard stand civil works and dome shelter concrete works. Utilising local suppliers with a portfolio of capabilities has delivered significant time and cost benefits to the BHP Buyers. The Request for Quote function on the LBP sourced a small local business, and provided an opportunity to obtain a commercially competitive outcome using resources readily available in the region.



## COLLABORATION YIELDS GOOD OUTCOMES

Relocating a Dragline from one pit to another involves a detailed process with planning two to three years in advance. South Walker Creek personnel have re-engaged an experienced and trusted LBP Supplier to ensure the new work is carried out with no loss of production time. The scope involves clearing of timber, mulching, building a road, relocation of pipe works, and powerline retractions.

# LOCALBUYING FOUNDATION

AN INITIATIVE OF THE LOCAL BUYING PROGRAM



## Queensland

Central Highlands | Isaac | Mackay

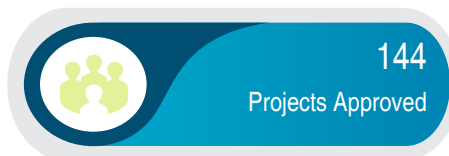
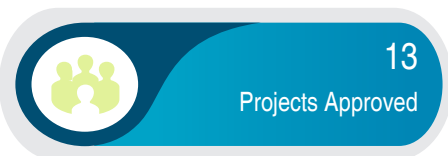
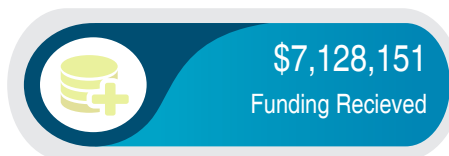
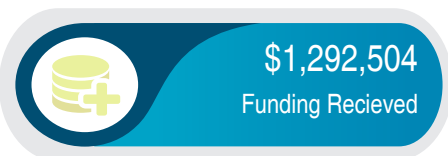
### FINANCIAL YEAR TO DATE SUMMARY

July 2020 to March 2021

The Local Buying Foundation (LBF) is a critical element of the Local Buying Program (LBP). In Queensland, BMA and BMC make a financial contribution to the LBF for every approved LBP transaction. The aim of the LBF is to enhance the economic sustainability of regions within the operational footprint of BHP Minerals Australia assets and BHP Operations Services in Queensland. We do this through the support of programs and initiatives that target local business training and development needs.

July 2020 - March 2021

Foundation to Date (2012)



Projects Approved -  
July 2020 to March 2021

- **Central Highlands Development Corporation (CHDC)** | AgFrontier 2.0: Regional Agtech Catalyst
- **CHDC** | Industry and Innovations Forum
- **CHRRUP** | Safe Stations App
- **Resource Centre of Excellence** | Enabling Future Work Skills Development
- **Mackay Tourism** | Mackay Region Visitor Guide
- **Resource Industry Network** | International Women's Day
- **Mackay Tourism** | Mackay Region Bike Strategy
- **Mackay Tourism** | Event Bootcamp Series
- **Mackay Region Chamber of Commerce (MRCOC)** | Mackay City Think Tank
- **CHDC** | Tap into Tenders
- **CHDC** | 2021 Events Sponsorship
- **CHRRUP Pty Ltd** | Drones for Schools
- **MRCOC** | 2021 Sponsorship Prospectus