

FINANCIAL YEAR TO DATE SUMMARY

WESTERN AUSTRALIA | JULY 01, 2021 TO SEPTEMBER 30, 2021

The Local Buying Program (LBP) provides opportunities for small, local and Indigenous businesses in the eligible regions of the WA to competitively supply goods and services to BHP Western Australia Iron Ore (WAIO) assets, BHP Operations Services in Western Australia and Western Australia Australian Petroleum Unit (APU). The LBP commenced in Western Australia in 2017 for WAIO assets and 2021 for APU assets; and is delivered in partnership between BHP and C-Res.

The commitment of BHP Buyers to source from small, local and Indigenous businesses via the Local Buying Program results in funding provided to the Local Buying Foundations (LBF).

The Foundations are a critical element of the LBP. Each state has its own Foundation governed by a LBF Advisory Committee, made up of local industry, government, business community and economic representatives.

Funding is awarded to programs and initiatives which contribute to building stronger and more resilient local businesses, and support sustainable and vibrant regional economies.

The Local Buying Program and Local Buying Foundations are delivered in partnership between BHP and C-Res across all BHP Minerals Australia Assets and BHP Western Australian Petroleum.

Actual Spend

\$12,192,381

Work Opportunities approved

742

Payments to local businesses

1,446

BHP Buyers creating Work Opportunities

274

Approved Suppliers

313

Average payment days (from receipt of invoice)

7.9



LBP WA Financial Year To Date results



SHIRE OF ASHBURTON WAIO and APU

Actual Spend
\$102,457

Approved Suppliers
24

Approved Work Opportunities
34

SHIRE OF EXMOUTH APU

Actual Spend
\$0

Approved Suppliers
6

Approved Work Opportunities
0

SHIRE OF EAST PILBARA WAIO

Actual Spend
\$3,498,407

Approved Suppliers
88

Approved Work Opportunities
307

TOWN OF PORT HEDLAND WAIO

Actual Spend
\$6,710,358

Approved Suppliers
164

Approved Work Opportunities
314

OTHER WAIO and APU

Actual Spend
\$1,881,159

Approved Suppliers
31

Approved Work Opportunities
87

LBP training opportunities in high demand

C-Res Business Development Advisor, Shanna Stroud, is passionate about the longevity and viability of Newman's small, local and Indigenous businesses. "I enjoy working closely with BHP to increase Local Buying Program awareness and demonstrate how easy it is to source goods and services locally, within quick time frames and at competitive prices." Business Development Advisors also provide business support to registered suppliers, and increase their visibility with BHP.

Training sessions are held frequently on site (or virtually) to provide BHP Buyers with the knowledge and confidence to log into the LBP portal, source a local business from the Supplier Register; or create a Request for Quote Work Instruction and then review all of the responses submitted by suppliers. The training sessions also raise awareness of the time and cost saving benefits, and the social value associated with use of the Program and contributions made to the Local Buying Foundation.

* OTHER - Exemption includes Out of Region, Indigenous Business, Specialised Supplier, Traditional Owner, Not Eligible
**APU - Australian Petroleum Unit
***WAIO - Western Australia Iron Ore



Learn more about Local Buying Program Since Inception stats and how the Program is positively impacting our regions.



LBF Financial Year To Date results



Western Australia Highlights

July 01, 2021 to September 30, 2021

Funds received into the Foundation

\$163,253

Projects value approved

\$51,041

Projects approved

4



Melissa Westcott - Chairman

Local Buying Foundation | Western Australia

"The primary focus of the Local Buying Foundation is to support and deliver economic and business programs with a regional and local focus. Partnering with the Newman Chamber of Commerce and Industry to provide business support measures to every single business in the Newman community will open new opportunities for business growth and building on current capabilities."

LBF focuses on the future of Newman businesses

Newman Chamber of Commerce and Industry – Future Initiatives Approved!

The Local Buying Foundation has partnered with the Newman Chamber of Commerce and Industry to deliver a number of exciting events.

Business in Newman can look forward to a wide variety of events, including Women in Business Power Hour, Chamber Breakfasts, Chamber New Business Launch and training workshops.

The partnership between the Newman Chamber and the Local Buying Foundation will support avenues to increase engagement and collaboration with local business and industry through new and innovative ways.

This funding will assist the Chamber to provide numerous opportunities for small, local businesses to build on current capacity and capabilities throughout 2022.



Learn more about LBF funded
projects and initiatives which
have contributed to the
sustainability and vitality of
our regional communities.

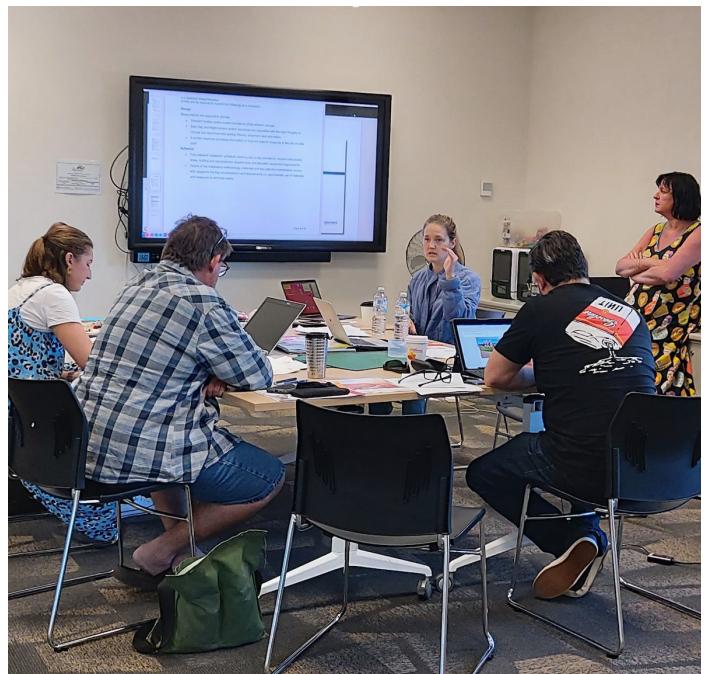


Local Buying Foundation Committee Update

The LBF Advisory Committee meets three times per year to discuss funding applications submitted by local business and industry groups. The committee use funding guidelines and criteria to ensure projects align with the Foundation objectives - to build sustainable business communities for the future.

Newly approved projects for Western Australia:

- **Port Hedland Chamber of Commerce** | Hedland Young Professionals Sponsorship
- **Newman Chamber of Commerce and Industry** | Newman Business Excellence Awards
- **Newman Chamber of Commerce and Industry** | New Initiatives sponsorships
- **The Junction Co** | Creative Enterprise Project



Traditional Owner and Indigenous Business Highlights

July 01, 2021 to September 30, 2021

Actual Spend

\$6,506,918

Approved Work Opportunities

177

Approved Indigenous Businesses

84

Payments to local Indigenous Businesses

511

Mining Area C actively sourcing Indigenous suppliers

Mining Area C Fixed Maintenance team are actively looking at ways to move spend across to the Local Buying Program in an effort to increase engagement with local and Indigenous businesses.

Mining Area C Shutdown Execution team actively reached out to C-Res to source a potential Indigenous supplier to fabricate and supply chute sections for an upcoming shut down.

This engagement was not only awarded to a Traditional Owner business but also came in approximately 40% cheaper than the pre-existing arrangements that had been in place for similar works.

This engagement has increased awareness of the LBP with the Shutdown team who have since actively engaged a number of local and Indigenous suppliers for upcoming works. Building long-lasting and respectful businesses relationships between BHP and local suppliers is contributing to the sustainability of our regional economies.

LOCAL BUYING PROGRAM
BUILDING OUR FUTURE TOGETHER

BHP **C-RES**
COMMUNITY RESOURCING
FOR THE FUTURE
PROUDLY DELIVERING THE LOCAL BUYING PROGRAM IN PARTNERSHIP

LOCAL BUYING FOUNDATION
AN INITIATIVE OF THE LOCAL BUYING PROGRAM

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