

2021 - 2022 ANNUAL SUMMARY

LOCAL BUYING PROGRAM
BUILDING OUR FUTURE TOGETHER

BHP
PROUDLY DELIVERING THE LOCAL BUYING PROGRAM IN PARTNERSHIP

BMA
BHP Mitsubishi Alliance

C-RES
COMMUNITY RESOURCES FOR THE FUTURE

LOCAL BUYING FOUNDATION
AN INITIATIVE OF THE LOCAL BUYING PROGRAM



Strong today. Stronger tomorrow.

A message from the C-Res CEO



With an extraordinary FY22 behind us, and another busy and successful twelve months to reflect on, I feel incredibly optimistic about our company and our partnership with BHP. Together, we have ensured delivery of a robust local procurement platform for BHP Buyers and small, local and Indigenous businesses. Over \$199 million has been injected into regional economies within BHP's operational footprint. We have invested on a larger scale than ever seen before in automation and data security, as well as business development and sustainability initiatives to fuel the future growth of our regions and the small businesses which operate within.

Several organisational changes within BHP have seen changes to the program this year, including the sale of BHP Mitsui Coal (BMC) in Queensland and BHP Petroleum in Western Australia. I thank BMC for their support of the LBP during the last 10 years, and welcome Stanmore Resources to the Local Buying Program. We will work closely with Stanmore Resources during the ownership transition phase to ensure consistency of work for those small businesses who had been working with BMC. This interim arrangement will create exciting new opportunities for businesses registered with the program. I also extend our gratitude to BHP Buyers and LBP Suppliers who supported BHP Petroleum, and the small businesses local to Exmouth and Onslow for their contribution and participation in the Program and wish them well for the future. Pleasingly, Onslow suppliers will be remaining with the program to engage with Western Australia Iron Ore. Our team travelled to the Upper Goldfields in Western Australia to introduce BHP Nickel West, local suppliers and industry stakeholders to the Local Buying Program. We've seen a steady uptake of Buyers and local businesses registering with the program and will officially go live releasing work opportunities in July 2022. We look forward with much anticipation to working with BHP to support and grow businesses

within the Nickel West footprint and assist sites with local procurement solutions.

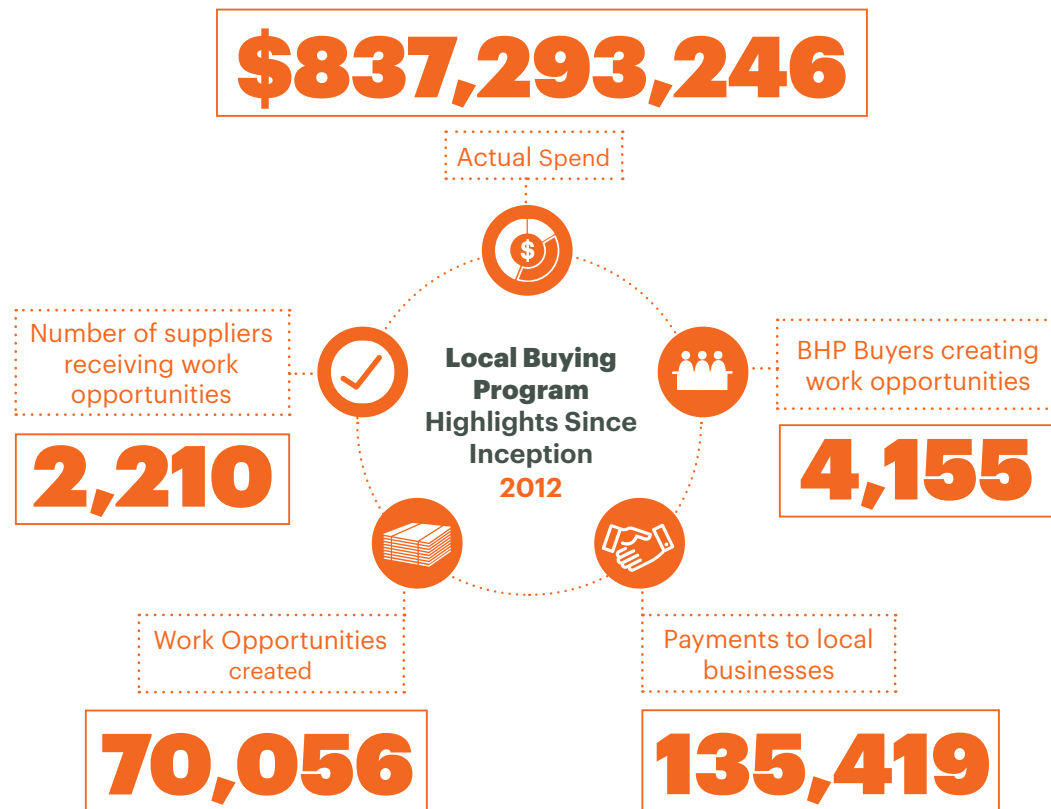
I'm extremely proud of the Local Buying Foundation accomplishments this year, and we've seen over \$3.9M funnelled through the program into the four Foundations operating across the country. Most especially, the launch of Trading Tracks in Queensland will drive support and sustainability initiatives and programs specifically targeted for Traditional Owner and Indigenous businesses. Plans to release Trading Tracks in SA and WA are in motion for FY23.

Looking forward, we will use a combination of connectivity, technology, purpose and the talents of our people to offer more powerful local purchasing solutions to Buyers, as well as small, local and Indigenous businesses, and our regional stakeholders. We have the talent, drive, and expertise to support the critical decision-making needed to ensure our regional communities remain strong and vibrant. Along with a unifying vision, strategy, and culture, I am very hopeful about the future of C-Res, and excited for what lies ahead during the next twelve months and beyond.

Tracey Cuttriss-Smith, **CEO C-Res.**

About the Local Buying Program

Recognising the challenges experienced by smaller businesses to engage as a supplier to BHP, the Local Buying Program (LBP) makes it simpler and easier for small, local and Indigenous businesses to competitively bid for supply opportunities released by BHP and BHP Mitsubishi Alliance (BMA). The Local Buying Program is delivered in a strategic partnership between BHP and C-Res – a cost neutral entity - across all BHP Minerals Australia Assets.



Supplier Quote | Steve Hurley, Plumbworx

"Prior to registering with the Local Buying Program in July 2012, we had little interaction with BMA. We were a small business with very limited visibility. Almost immediately, the work started to flow. Our involvement with the program has been instrumental to the significant growth and transformation we've experienced. We are now considered a well-respected and significant quality supplier to BMA.

Working with BMA and C-Res has ensured our business is more resilient and sustainable. Our association with the Program has also resulted in additional contracts with BHP – all due to the connections and relationships built through LBP."

C-Res celebrates 10 years



C-Res is proud to be celebrating its ten-year anniversary in 2022, a decade of partnering with BHP to deliver the Local Buying Program and administer the Local Buying Foundations.

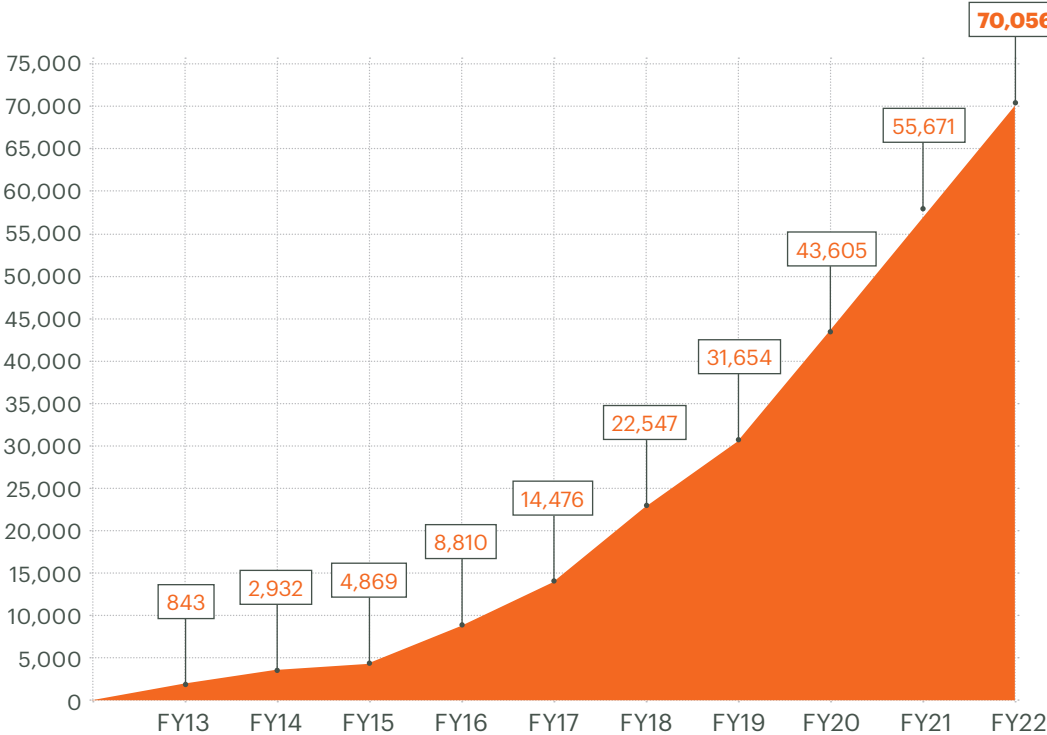
The journey began with a small board, a part time Managing Director, and two people, one based in Mackay and the other in the Bowen Basin (one of whom is now CEO Tracey Cuttriss-Smith). The first Work Instruction was raised by BMA Blackwater in July 2012. As time passed, C-Res has grown into a successful company, expanding nationally to encompass all BHP Minerals Australia Assets, and further replicated internationally in Chile for BHP Minerals America.

The past ten years have witnessed some wonderful successes and milestones for C-Res due to the strength of the partnership with BHP and the

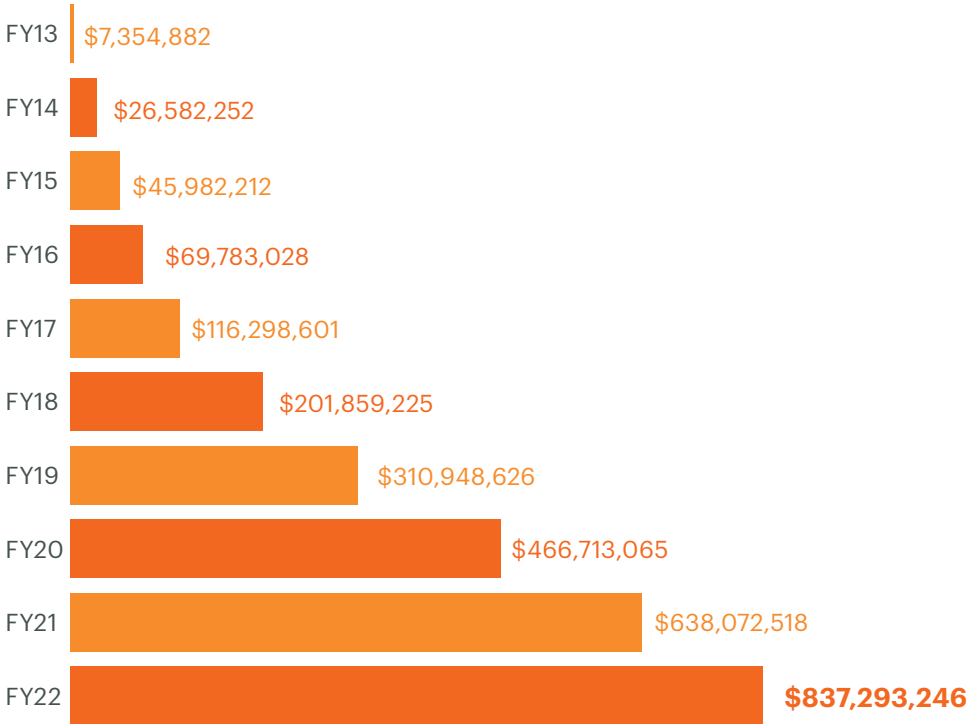
effective delivery of the Local Buying Program. C-Res is now recognised as one of Australia's largest social enterprises. This year we celebrate a decade of LBP accomplishments, including the delivery of 70,000 work opportunities, worth over \$837M, to 2,210 small, local and Indigenous business registered with the program. Work through the program has resulted in \$13.1M being reinvested into the Local Buying Foundation, funding over 220 projects and initiatives which are building sustainable business communities for the future.

We're delighted to have played an integral role in the business communities within the BHP operational footprint and have had the pleasure of working with many wonderful people over the years. We look forward to connecting more small businesses with Australia's biggest businesses in the future.

Local Buying Program Cumulative Work Opportunities



Local Buying Program Cumulative Actual Spend



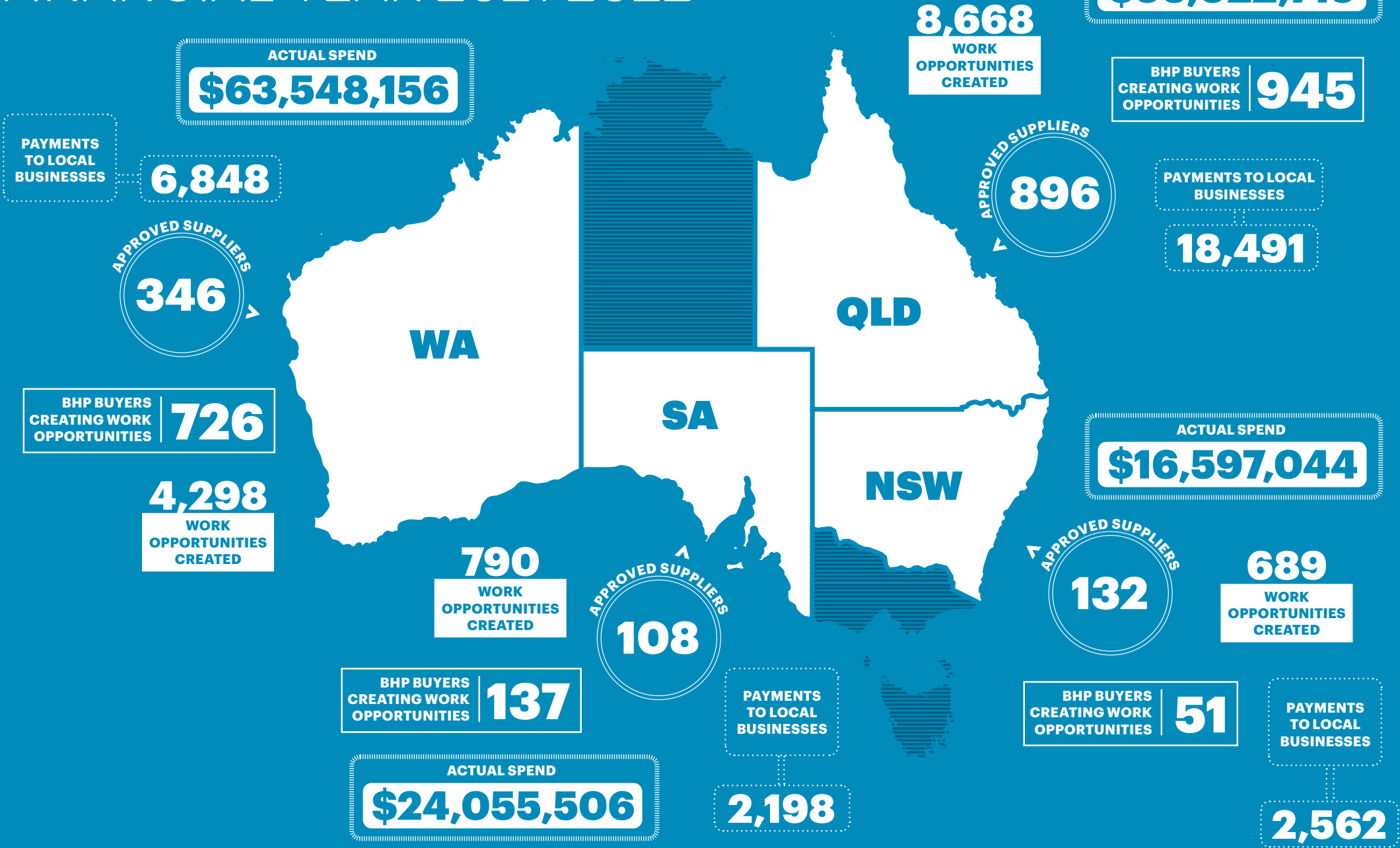
James Agar | Group Procurement Officer, BHP

"It's imperative that the regional communities where BHP operates continue to benefit from our presence. Our Local Buying Program has been central to delivering on this commitment. Now in its tenth year of operation, the Program has contributed over \$800m to these regional communities. With the recent expansion of the Program into Nickel West we can bring our operations and small, local and Indigenous businesses together across Australia."



LOCAL BUYING PROGRAM RESULTS

FINANCIAL YEAR 2021-2022



Traditional Owner and Indigenous Business Highlights

BHP's Local Buying Program plays a critical role in BHP's Indigenous procurement contributing economic and social value to the regions in which BHP operate.

Pleasingly, total actual spend with Indigenous businesses increased by 74% to A\$46.9M in FY22, demonstrating BHP's strong commitment to engaging Traditional Owner and Indigenous suppliers through the program.

As FY22 continued the year-on-year increased spend, the number of Indigenous businesses registered with the

LBP also increased from 138 in FY21 to 182 in FY22, with 90 of these businesses completing work with BHP. Indigenous business supplier numbers in SA and NSW have increased by 100%. In collaboration with BHP Indigenous Procurement Teams, C-Res Business Development Advisors continue to work closely with Indigenous suppliers to source new local procurement solutions for BHP, in turn promoting the visibility of these suppliers with sites and Buyers.

Kerrod Toby | Ochre Australia Pty Ltd.

"The Local Buying Program has helped connect my business with BMA and bigger BMA Suppliers. Being able to access smaller projects and carveouts from major projects has been good for my business and to build connections. The Program and claiming process is easy and great for small businesses thanks to the support from C-Res."



3,612
Payments to local
businesses

1,482
Work opportunities
created

182
Approved Indigenous
Businesses

National Indigenous Highlights

FY2021-2022

\$46,917,815

Actual Spend

Indigenous engagement opportunities expand across the country

Across BHP's Minerals Australia Assets, Indigenous business engagement via the LBP continues to diversify with suppliers sourced to deliver a variety of local procurement solutions including traditional mining related goods and services, agricultural, land management, and legacy rehabilitation.

In conjunction with the typical mining engagements, a wide variety of work awarded to Indigenous businesses during FY22 included restoration and access work on a significant number of redundant boreholes on BMA Blackwater

Mine, Queensland. In NSW, civil works on heritage buildings and offsite agricultural infrastructure opportunities were created; and in SA, Indigenous suppliers were awarded major road works on site and refurbishment of villages in Olympic Dam and Roxby Downs (including replacement of 2,500 mattresses and bed bases). In WA, various scopes of work included civil works, fencing, vegetation control, delineation work, tagging and testing of nearly 6,000 kettles, and the supply of 400kg of delicious coffee beans.



Trading Tracks building sustainable local Indigenous businesses

For the past two years the Local Buying Foundation, with the support of BHP and BMA and external stakeholders, have been developing a National Indigenous Business Support Program to enhance the economic participation of locally based, small-to-medium Indigenous businesses.

Through the support of a feasibility study and a National Steering Committee consisting of representatives from across our country, the National Indigenous Business Support Program model was developed, Trading Tracks was established.

The objective of the program is to create sustainable Indigenous businesses by building capability and capacity and providing sound strategic advice.

Trading Tracks intent is to fill business development gaps, rather than duplicating or replacing other current (or potential future) business support services provided.

Launching at the start of 2022 in Qld, a local Indigenous business, Indigenous Business Builders, was appointed through a competitive tender process as the service provider to deliver the program. Service providers were selected based on their ability to work with authority and understanding with Indigenous businesses. This initial three-year pilot program will support Indigenous businesses, through the delivery of a range of capacity and capability building services in Central Highlands, Isaac and Mackay regions including Woorabinda Aboriginal Shire Council.

Indigenous Business Builders CEO, Brendan Bishop, is an Aboriginal man from the Kamilaroi people and has extensive

experience in Indigenous business economic development. "We are excited to see these opportunities come to fruition by working with existing businesses and helping develop the next generation of start-ups" he mentioned.

Even in its early stages, the Qld Trading Tracks program has made a significant impact in these regions, connecting Indigenous business with essential business support and networking opportunities. The Qld Trading Tracks program was recognised at the 2022 Resource Industry Network Awards as the Striving for Diversity category winner. Feedback from local Indigenous business owners has highlighted how valuable and refreshing connecting with Indigenous Business Builders and the Trading Tracks team.

Trading Tracks will roll out in WA, parts of the Pilbara, and SA, Upper Spencer Gulf, in the next financial year. The delivery will be adapted based on the specific needs of Indigenous businesses in these regions.

Camille Elliot | Managing Director, Kellico Recruitment & HR Services Pty Ltd

"Working with Liz Santo at Trading Tracks has been a positive, proactive journey for our newly opened business Kellico Recruitment & HR Services Pty Ltd. Throughout our engagement with Trading Tracks, we have built relationships amongst major clients and other local Indigenous businesses with some fantastic partnerships and outcomes."



A message from the Local Buying Foundation Chairman

The changing landscape of small businesses never seems to stop, and this year has seen the Local Buying Foundation continue to work with our communities as these changes unfold through sponsorship, projects and program funding across QLD, NSW, SA and WA.

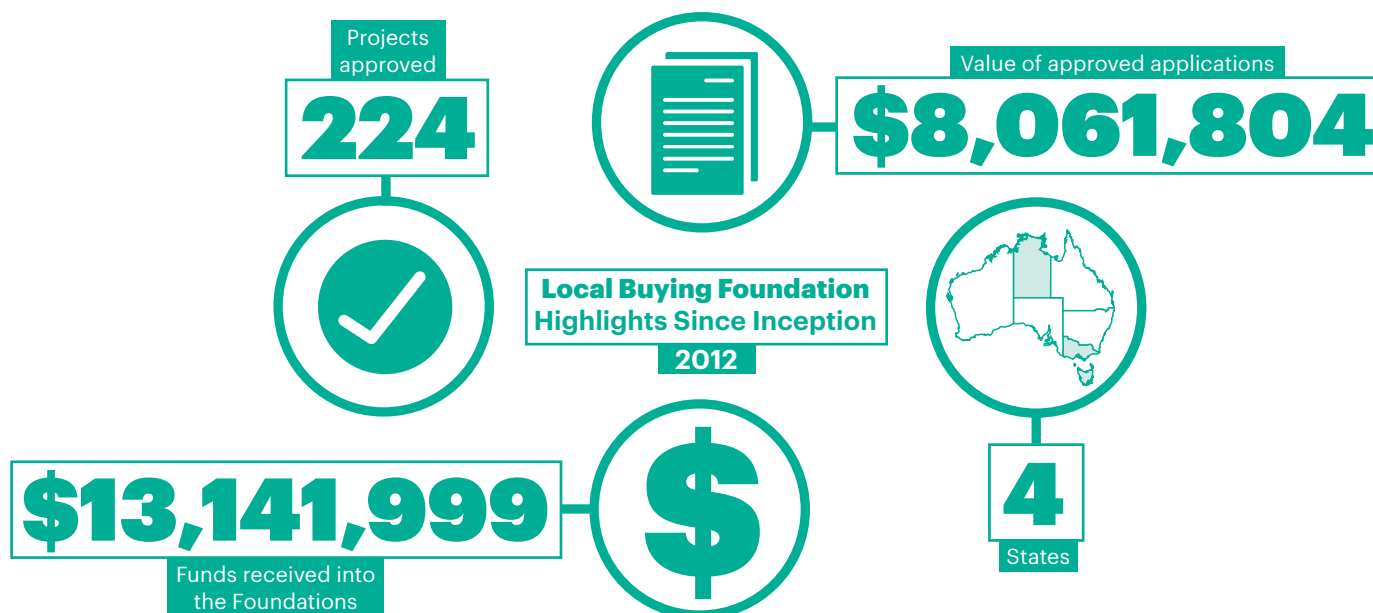
From launching our pilot program Trading Tracks in Queensland as part of our National Indigenous Business Development Program to working with the Business Chambers in the Hunter Valley to provide strategic support through the recent COVID-19 impacts on small businesses, our focus at all times is on ensuring that we are supporting, uplifting and enabling our small businesses to grow.

Fortunately, this year has seen us slowly come back to a wonderful time of events, awards, in-person meetings and networking which has been greatly

missed over the last couple of years. However, we have been able to adapt to a new hybrid approach which has enabled each of our four Local Buying Foundation Advisory Committees to stay connected in identifying and providing support to create strong business communities in the footprints we operate in. We are very excited about the growth of the Local Buying Foundation, the continued development and the strategic plans we have to continue to move forward.

You will see the highlights and results demonstrate that each Foundation continues to grow, and we are looking forward to seeing what FY23 will bring as the LBF Advisory Committees continue to work with key stakeholders to deliver some exciting projects.

Melissa Westcott, **LBF Chairman.**



**Wayne Toms |
Member Services
Manager, Muswellbrook
Chamber of Commerce
and Industry.**

"Businesses in the Upper Hunter regions have been tested during the past twelve months due to the pandemic. The support measures provided by the Local Buying Foundation have allowed the Muswellbrook Chamber to provide programs, services and events to help local businesses navigate through these difficult times and assist with recovery".

About the Local Buying Foundation

The Local Buying Foundation (LBF) is a critical element of the Local Buying Program.

For every transaction through the Local Buying Program BHP invests into the Local Buying Foundation to support projects and programs that build capacity and capability of small, local and Indigenous businesses.

Due to the successful delivery of the Local Buying Program, over \$13.1M nationally (since inception) has been received into the Foundation and administered by C-Res to reinvest into projects and initiatives.

States

4

Funds received into the Foundation

\$3,955,928

National Highlights FY2021 - 2022

Value of approved projects

\$2,799,286

Approved funding applications

40

Our year at a glance

4

LBF Advisory
Committees

11

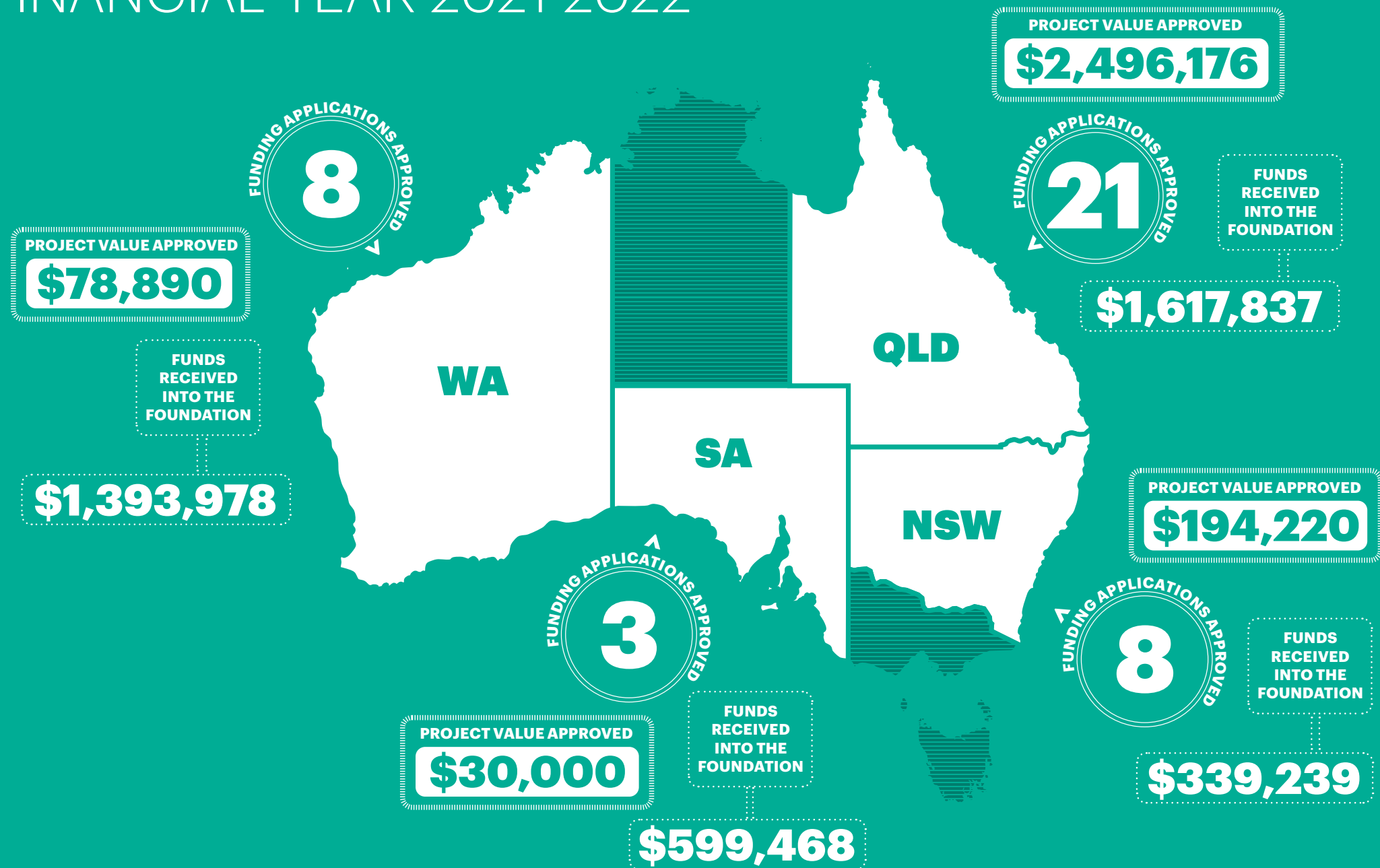
LBF Committee
Meetings

120+

Meetings with
Stakeholders

LOCAL BUYING FOUNDATION RESULTS

FINANCIAL YEAR 2021-2022





NSW:

Local Buying Foundation B.I.G. Futures Fund brings relief for the significant economic challenges faced through COVID-19.

The Local Buying Foundation aims to support Business, Economic and Industry Groups facing significant challenges during times of economic change. Created in response to the rapid needs of business groups during COVID-19, the Local Buying Foundation's B.I.G. Futures Fund was available to those sectors to continue to deliver services to their membership base and reduce the impact caused by the disruption of the pandemic.

The Local Buying Foundation has been proud to provide \$120,000 of COVID-19 relief support to the Muswellbrook Chambers of

Commerce, Scone Chamber and Business Singleton in NSW to enable them to deliver practical support and services for small local businesses impacted.

This funding has been the catalyst for business support initiatives such as Scone Chamber's Future Proofing and Digital Readiness Program, the Interbusiness Support Program and Locals Supporting Locals campaign initiated by the Muswellbrook Chamber of Commerce, and the continuation of the Spend in Singleton cards in partnership with Business Singleton.



QLD:

Partnering across our regions provides roles delivering informed business and economic development support.

One of the strategic goals of the LBF is to empower, support and connect people through networking and business development opportunities, in order to build sustainable local business communities.

One of the key ways that the LBF delivers on this objective is by providing funding for a number of ongoing business economic and tourism development roles within the Qld regions of Mackay, Isaac, and Central Highlands known collectively as the Bridging The Boundaries positions.

The LBF is proud to partner with GW3 to provide a Business Support and Facilitation Officer role in Isaac and a Grants Program Coordinator role in Mackay, with CHDC to provide a Business Facilitator role, with Mackay Isaac Tourism to provide an Isaac Tourism Development Officer role, and Indigenous Business Builders Indigenous Enterprise Development Officer to deliver the Trading Tracks program; our newest LBF initiative delivered in partnership with BHP and BMA.

Each of the facilitators in these roles do incredible work to initiate, support and drive a range of economic development and business support programs and events across the Central Highlands, Mackay and Isaac regions.

Because of the creation of these roles, programs such as the GW3 Grants and Funding Service, the MIT Events Bootcamp series, and CHDC's Tap into Tender site, to name just a few initiatives, were able to have the resourcing to be implemented. During this financial year there have been 25 workshops, events, events, programs generated through these partnerships, with many more valuable programs underway for FY23.



SA:

UniHub supports local communities through Growing Our Workforce expansion

A community survey helped quantify the local demand for tertiary study support in Roxby Downs. Proudly funded by the LBF SA, UniHub was able to expand this successful program into Roxby Downs and bring on a local coordinator to deliver this to the community.

The UniHub, 'Growing Our Own Workforce' program in Roxby Downs is making great impact in Roxby Downs, driven by local coordinator Angela Thompson. Angela says: "I am excited about supporting locals to study. Online learning can be isolating, so it

is invaluable to have help to navigate the process and to discuss challenges. I am happy to be part of increasing the skills of local people to enrich the workforce in our community".

11 locals have signed up to begin study as part of the program in Roxby Downs. Several other locals who had already begun their study are also linking in for support with Angela. Students are studying in diverse areas from engineering and business studies to education and social work.



WA:

WA Local Buying Foundation proudly supports the PHCCI to bring the business community together

The WA Local Buying Foundation has been proud to support a series of events by Port Hedland Chamber of Commerce and Industry. An advocate for diversity and inclusion, the PHCCI hosted a series of excellent events for women, and for young professionals throughout this financial year, and the LBF is proud to have partnered with them to deliver these excellent events.

The PHCCI Women in Business luncheon series, including an International Women's Day hallmark celebration, brought women in business from around the region together to celebrate the unique business landscape of Port Hedland. Each of these events provided

empowering keynote speakers and excellent networking opportunities.

Likewise, the PHCCI initiative Hedland Young Professionals (HYP) has delivered valuable networking and professional development events for young professionals in partnership with the Local Buying Foundation WA. HYP was created to support an environment of personal and professional development to retain young people in the region, and is a great picture of the dynamic that is the Pilbara; young, driven and innovative.

The Local Buying Foundation WA is proud to have sponsored the HYP Happy Hour Hustle Speed Networking Events, Networking / Business Panel Events, and Training Workshops.

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