



Our Journey So Far

Nov 2023





C-Res is Australia's leading small, local and Traditional Owner and Indigenous Businesses procurement specialists. We deliver BHP's Local Buying Program (LBP) and administer the Local Buying Foundations (LBF) in partnership with BHP.

C-Res was first established in 2012 to deliver the LBP in Queensland for BMA and administer the LBF. Since then, the Program's continuing success has seen it expand to all BHP Minerals Australia Assets, along with the Foundation in eligible communities across Queensland, New South Wales, South Australia and Western Australia.



Recognising the challenges experienced by smaller businesses to engage as a supplier to BHP, the LBP makes it simpler and easier for small, local and Traditional Owner and Indigenous Businesses to competitively bid for supply opportunities released by BHP and BHP Mitsubishi Alliance (BMA).

This innovative program strengthens business communities in which BHP operates in Queensland, New South Wales, South Australia and Western Australia. The Program is delivered in a strategic partnership between BHP and C-Res – a cost neutral organisation.

Visit www.localbuying.com.au for more information.



The LBF is a critical element of the LBP in Queensland, New South Wales, South Australia and Western Australia. For all approved transactions processed through the Program, BHP/BMA (as appropriate) make a financial contribution to the Foundation. Independent Local Buying Foundations are run by representatives of each community to ensure investments have the greatest possible impact.

Visit www.localbuyingfoundation.com.au for more information.

THE JOURNEY



2012

- BMA Local Buying Program established in Bowen Basin, Queensland
- Servicing Blackwater, Capella, Emerald, Dysart and Moranbah regions
- Founding partnership between BMA and MWREDC
- MWREDC established C-Res (Qld) Pty Ltd to independently deliver the BMA Local Buying Program
- Local Buying Community Foundation established



2013

- Expansion to BMC operations adding Nebo, Queensland to BMA Local Buying Program

2014

- Expansion to BMA Hay Point Coal Terminal adding Mackay, Queensland to the Program
- MWREDC placed into care and maintenance but continues as parent entity for C-Res (Qld) Pty Ltd

2015

- Expansion of Bowen Basin communities to include Central Highlands and Isaac regions
- Mackay region included in all BMA and BMC work

2016

- First interstate expansion to New South Wales servicing Muswellbrook, Singleton and Upper Hunter shires
- BHP Mt Arthur Coal now included in the Program
- Greater Whitsunday Alliance (GW3) assumes MWREDC's structure and is now parent entity for C-Res (Qld) Pty Ltd
- BMA Local Buying Program rebranded as Local Buying Program (LBP) and Local Buying Community Foundation rebranded as Local Buying Foundation (LBF)

2017

- LBP launched in New South Wales
- LBP review by PwC and determined to be the local procurement model of choice for BHP Minerals Australia
 - Expansion to Western Australia for BHP Iron Ore operations
- Expansion to South Australia for BHP's Olympic Dam operations



2018

- AUD\$250 million Approved Spend injected into small business through the Local Buying Program
- 20,000 Work Opportunities released
- 1,600 registered suppliers

2019

- LBP model replicated in Chile
- AUD\$300 million Approved Spend milestone
 - 25,000 Work Opportunities released
 - BHP Big Thanks Voucher program
- Introduction of BHP Operations Services and BHP Group to LBP

2020

- C-Res supports BHP to implement the Vital Resources Fund (VRF) in response to Covid-19 challenges
- AUD\$500 million Approved Spend milestone
- LBF launches in Western Australia
- LBF launches in The Shire of Exmouth and Shire of Ashburton in Western Australia for BHP's WAAPU

2021

- LBF launches in South Australia
- LBP payment terms reduced from 21 to 7 days from receipt of claim

2022

- Expansion to BHP Nickel West operations, Western Australia
- Stanmore Resources access LBP during TSA
- C-Res and BHP celebrate 10 years of LBP and LBF in Queensland
- Trading Tracks program launched in Queensland

2023

- AUD\$1billion Actual Spend milestone
- Trading Tracks program expands into Western Australia
 - Addition of BHP Oak Dam (South Australia) and BHP Kwinana (Western Australia) to LBP
 - SAP-Ariba Portal Integration

LEGAL AND OPERATIONAL STRUCTURE

This structure enables the delivery of an independent and high quality program for BHP and its communities.

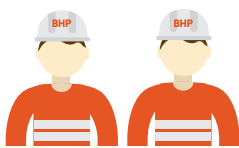
BHP

Queensland, New South Wales, South Australia and
Western Australia Supply Opportunities



LOCAL BUYING PROGRAM
BUILDING OUR FUTURE TOGETHER

LOCALBUYING FOUNDATION
AN INITIATIVE OF THE LOCAL BUYING PROGRAM



BHP Employees



Local Businesses/Suppliers



**Local Communities, Industry
and Business Groups**

GLOSSARY

BMA BHP Mitsubishi Alliance

BMC BHP Mitsui Coal

C-Res is short for "Community Resourcing For The Future"

C-Res was established as a wholly owned subsidiary of MWREDC; now known as Greater Whitsunday Alliance

Greater Whitsunday Alliance (GW3) Independent economic body representing Mackay, Isaac and Whitsunday regions, also acts as the parent company for C-Res

LBF Local Buying Foundation

LBP Local Buying Program

MWREDC Mackay Whitsunday Regional Economic Development Corporation

PwC Pricewaterhouse Coopers

Small business in the LBP is defined as businesses with an annual turnover less than AUD\$10M

TSA Transitional Services Agreement

Trading Tracks an LBF/BHP funded Indigenous business support program

WAAPU Western Australia Australian Petroleum Unit



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www.localbuying.com.au