

# Doing Business with Downer

Metronet – Perth C Series

Thursday 26 October 2017

Technology Park Function Centre

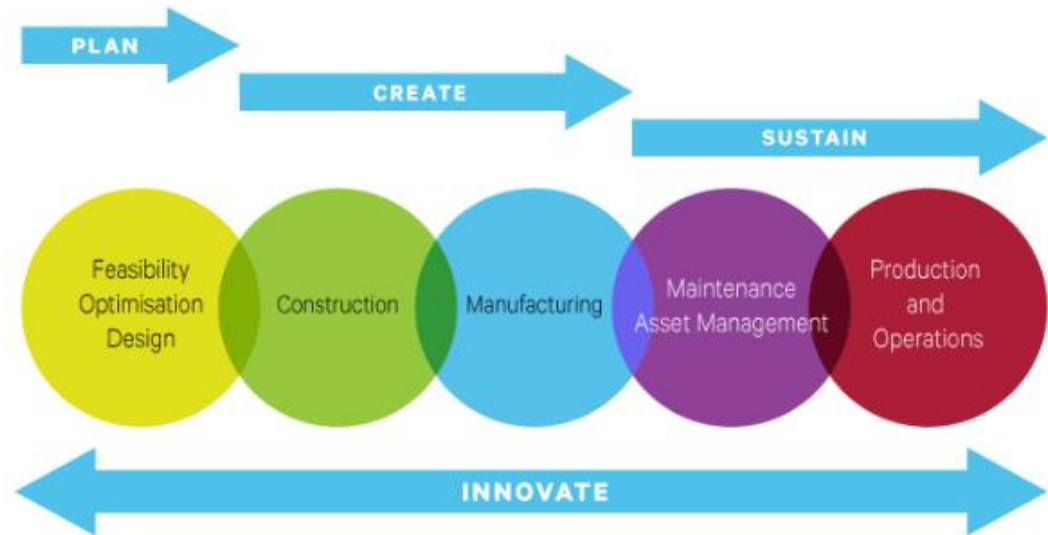
# Local industry engagement

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1. Downer – who we are
2. Our plan for local industry engagement via the Metronet project
3. High Capacity Metro Train (HCMT) – An example of local industry engagement

# About Us

- Leading service provider to Transport Services; Technology and Communications Services; Utilities Services; Engineering, Construction and Maintenance; Mining; Defence; Health and Rail sectors
- Complete 'through life' support of assets
- We employ more than 55,000 people, mainly in Australia and New Zealand, but also in APAC, South America and Southern Africa



# Core Pillars of Our Business

“We exist to create and sustain the modern environment by building trusted relationships with public and private sector customers” – *Grant Fenn, Managing Director, Downer Group*

## Safety

Zero Harm is embedded in Downer’s culture and is fundamental to the company’s future success



## Delivery

We build trust by delivering our promises with excellence while focusing on safety, value for money and efficiency



## Relationships

We collaborate to build and sustain enduring relationships based on trust and integrity



## Thought leadership

We remain at the forefront of our industry by employing the best people and having the courage to challenge the status quo



# Introducing Rail

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- Revenue of >\$800m
- Delivered more than 1,150 passenger cars to Australian operators.
- Approximately 1,400 workers employed across 20 maintenance and manufacturing facilities
- Provision, maintenance and overhaul of passenger and freight rolling stock
- Customers include Metro Trains Melbourne (Victoria), Pacific National, BHP Billiton, Fortescue Metals Group, TasRail, Sydney Trains, Queensland Rail, Public Transport Authority (Western Australia)



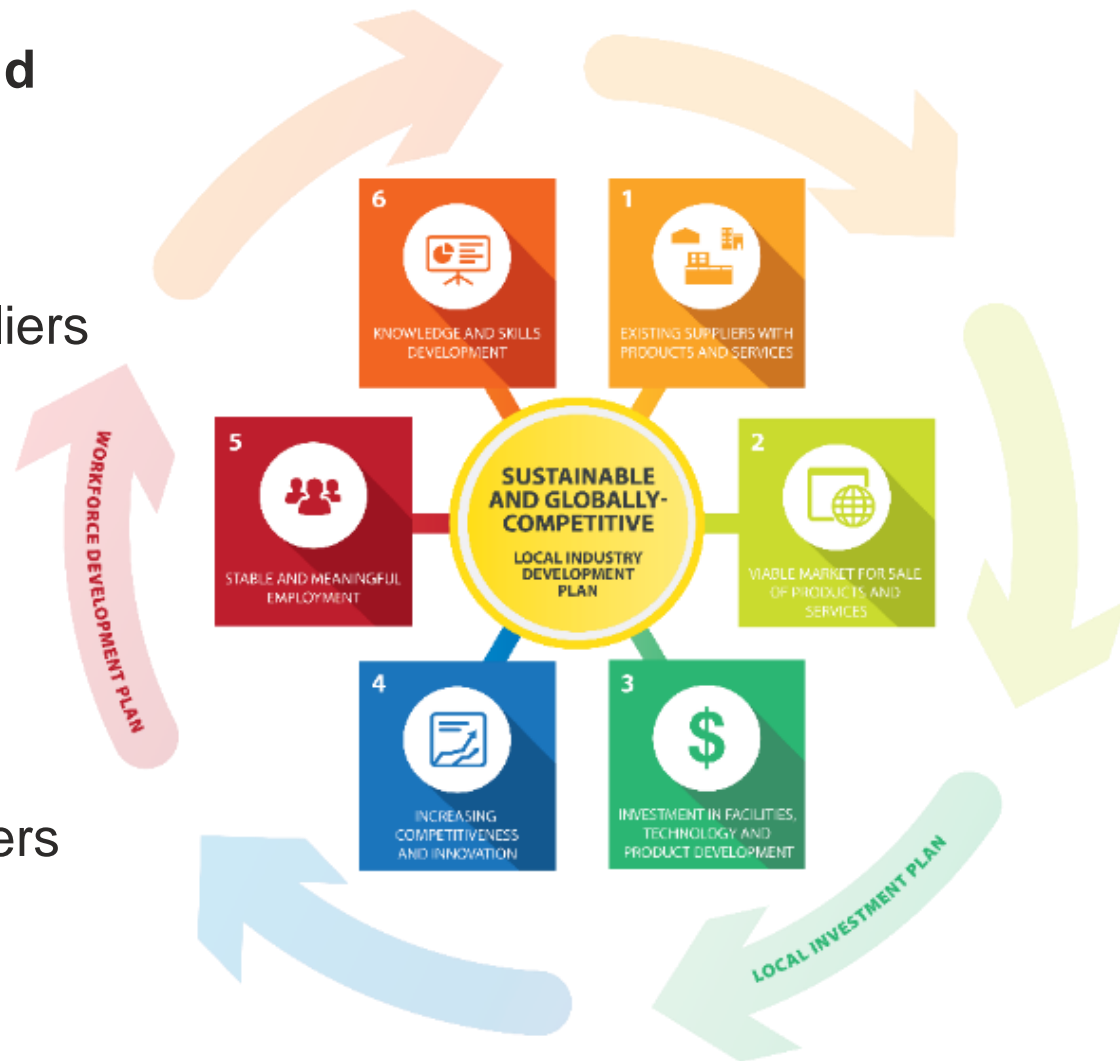
# Downer's investment into Australian Industries

## Downer's national spend

- Spent ~\$3b
- Utilised 20,000+ suppliers
- Processed ~1,500 purchase orders each business day

## Downer's spend in WA

- Utilised 1,600+ suppliers
- Spent \$400m+



# Registering an expression of interest will be quick and simple

**1 Contact details**

First Name \*  
Last Name \*  
Phone Number \*  
Fax Number  
Email Address \*  
Business Name \*  
Trading name  
ABN \*  
Street Address Line 1 \*  
Street Address Line 2  
Town/City \*  
State/Territory \* Please Select  
Postcode \*  
Country \* Please Select  
Country (If not Australia)  
Which division of Downer do you want to supply to? \* -- Please Select --

**2 Specific division**

Goods or Service \* Please Select

Please give a brief description of your product \*

**3 What do you supply**

Regions supplied \*

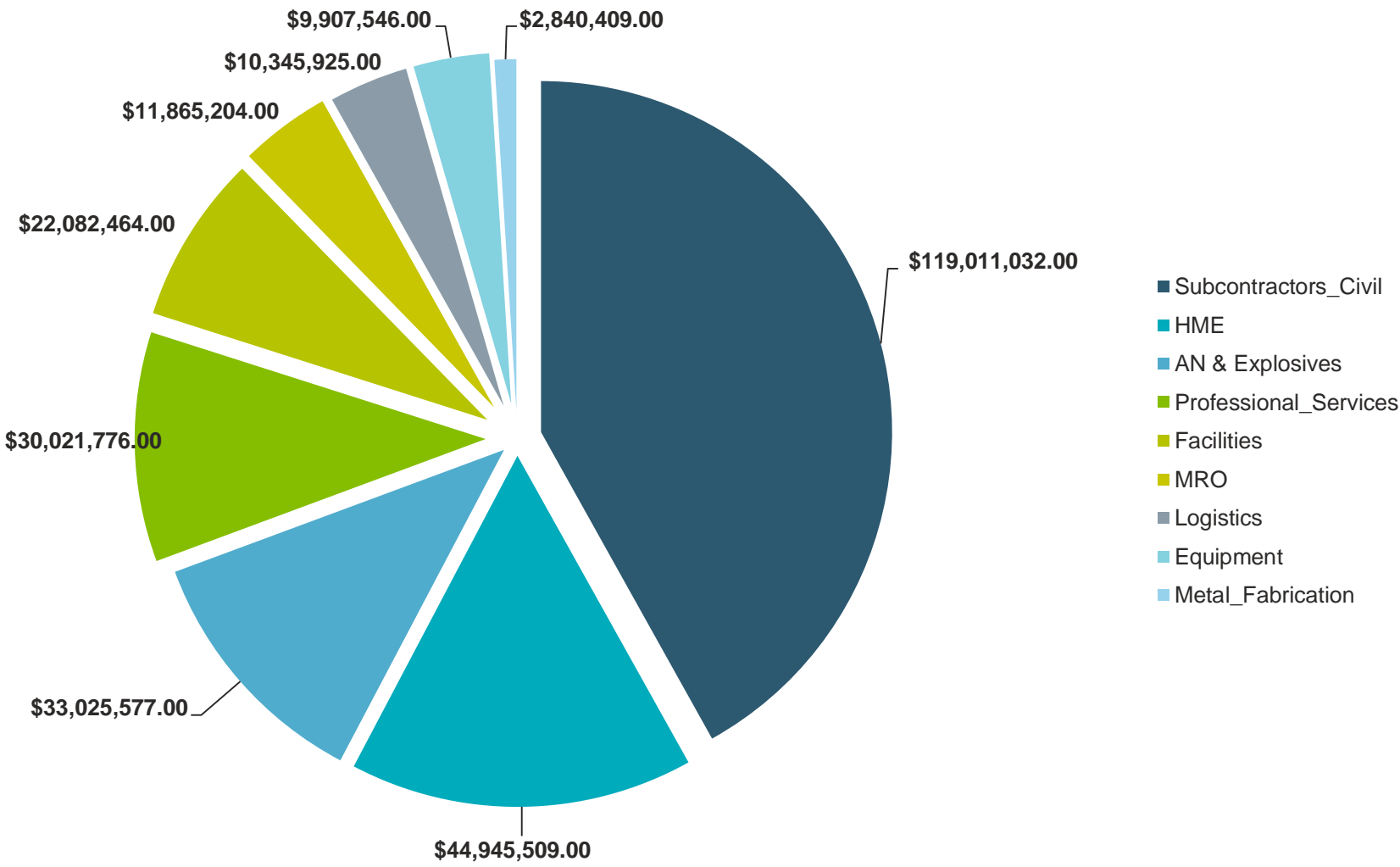
- ACT
- NSW
- QLD
- WA
- VIC
- NT
- TAS
- SA
- National
- New Zealand

**4 Where do you supply**

Please provide details of your Quality Assurance Program \*

**5 Quality details**

# Downer spend in Western Australia has a large range, here's a subset





# HCMT – An example of local industry engagement

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**Throughout the delivery and tender phase of HCMT we actively engaged with Victorian manufacturing groups and government bodies including:**

- South East Melbourne Manufacturing Association (SEMMA)
- Industry Capability Network (ICN)
- Geelong Manufacturing Council (GMC)
- Greater Bendigo Economic Development Unit (GBEDU)
- Ballarat Manufacturing Productivity Network (BMPN)
- Invest Victoria
- LaTrobe Valley Regional Development Fund

# HCMT – Key outcomes thus far

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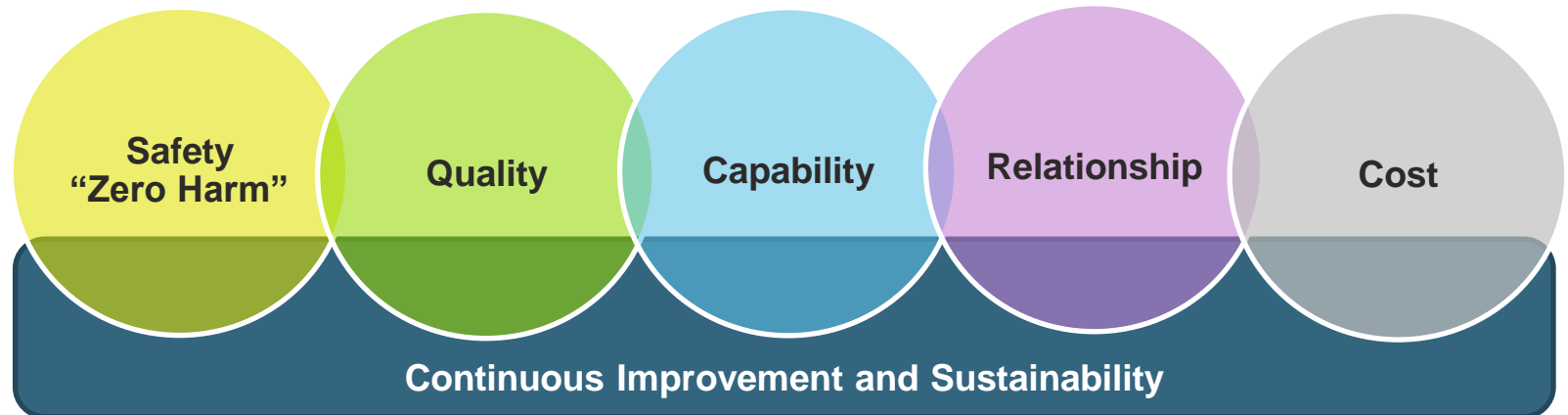
Twelve months on from contract close, many key contracts have been let with Local Content, including:

- Regional Victorian manufacturer Hofmann Engineering based in Bendigo was awarded a contract to build 900 bogie frames for the HCMT Project; creating 30 new jobs
- CRRC, Times Electric Australia established a Traction and Electric Auxiliary Plant at Morwell in Victoria's La Trobe Valley, creating approximately 30 new jobs
- 2 ATSI-registered businesses will contribute to the supply chain with others progressing through the application process



# Value for money

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For further information please go to:  
<http://www.downergroup.com/Contact-us/>