



Government of **Western Australia**
Department of **Commerce**

Local Content Report

November 2011

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1. Introduction

In May 2011, the Minister for Commerce in the Legislative Council, tabled a Local Content report as part of the State Government's response to the changes that are occurring in the market to supply Western Australia's resource development projects.

The report outlined long term trends which are causing some local suppliers to face more complex and challenging levels of competition. It was made clear that mandating or other forms of protectionism were not acceptable to the State Government who wished to retain Western Australia's standing as an open trading and investment environment.

The report also provided considerable detail regarding local industry participation outcomes in 2009 and 2010 for projects covered by State Agreement Acts. The outcomes recorded clearly demonstrated the contrast between large offshore oil and gas projects and onshore mineral based developments.

Supply areas such as engineering and design, and steel fabrication, in particular are experiencing much higher levels of competition. Other industries are enjoying success both in the domestic sphere and increasingly in overseas markets such as Africa. However, at an overall level it is reasonable to claim that conditions are buoyant and the outlook is strongly positive for suppliers.

In tabling the May report, the State Government made a commitment to provide regular updates and this report is the first in a six monthly series. The structure of this report differs from its predecessor with less emphasis on the background to these issues of local industry participation. Rather, it focuses on policy developments and initiatives taken since May 2011, also providing a summary of local content results realised over 2011.

2. Western Australian Local Industry Participation Framework

In November 2010, the State Government announced its intention to review the Building Local Industry Policy. This policy contains the requirement that resource project proponents must provide local suppliers with full, fair and reasonable opportunity to participate in such developments.

The use of Industry Participation Plans, reporting on local content outcomes and utilisation of the Industry Capability Network (WA), are also aspects of this policy.

The review found that market circumstances had altered since the policy's introduction in 2004 and that significant refinements were warranted.

Consequently, in July 2011, the Minister for Commerce launched the Western Australian Government Local Industry Participation Framework document. The Framework retains the commitment to the principle of full, fair and reasonable opportunity as the basis of the State's approach. The Framework then outlines ten new initiatives representing a fresh approach for local industry participation.

These are:

i. Strategic focus

The State Government will work closely with key energy and mineral companies to identify global business and supply trends which could impact upon the Western Australian economy.

ii. Supplier performance

The State Government will consult with both project proponents and suppliers to improve its understanding of the competitive position of Western Australian industries and to develop shared visions of growth opportunities. Assistance to enhance supplier productivity may be involved.

iii. Local benefit

The State Government will expand consideration of the local benefits of the resource development beyond levels of local content achieved during a projects construction phase. Other aspects such as contributions to research and development, regional initiatives, indigenous programs, training and skill support and encouragement of local suppliers into international markets will be given greater prominence.

The number of projects covered by reporting requirements will also be increased.

iv. Strategic projects

Resource projects characterised by high value and significant levels of contestable content will be required to prepare industry participation plans. These plans will have an enhanced format with a greater emphasis on procurement methodology and reporting of outcomes

v. Industry Capability Network WA (ICNWA)

The government contract for the provision of the ICN service will be adjusted to facilitate greater provision of strategic advice on market trends and supplier performance. The ICNWA will also be required to take a greater role in identifying and resolving supplier issues.

vi. Local industry participation team

Located within the Department of Commerce, the team will have the responsibility to oversee implementation of the Framework.

vii. Commonwealth Government

The State Government will be seeking a more active role from the Commonwealth in supporting Australian industry participation across a range of initiatives.

viii. International cooperation

The State Government will pursue opportunities for collaboration between itself and the State's major investment and trading partners on the issue of local industry participation.

ix. Leadership

The State Government will demonstrate to project proponents it places a high priority on the issue of local industry involvement in resource developments.

x. Skilled workforce

Monitoring of current and future demand for skilled workers by both project proponents and suppliers will be undertaken.

The Framework concluded by emphasising the State's approach to local industry participation can only remain relevant in an evolving market environment by consultation and awareness of the need for review and revision over time.

The Framework document was favourably received by a range of peak bodies including the Chamber of Commerce and Industry of Western Australia (CCIWA), the Chamber of Minerals and Energy (CME), Australian Petroleum Production & Exploration (APPEA), the Australian Information Industry Association (AIIA), The Association of Professional Engineers, Scientists & Managers (APESMA) and the Australian Steel Institute (ASI).

3. State Government Actions – Post Framework

Led by the Minister for Commerce, the State Government has actioned all of the initiatives contained in the Framework. This has entailed:

- Contact with major project proponents to establish regular information exchange on business and procurement trends relevant to Western Australia.
- Identification of significant resource projects currently not reporting local content outcomes and development of annual reporting proposals.
- Revision of the ICNWA business plan for 2011-12 to ensure increased provision of strategic advice and feedback on supplier performance.
- Issuing of aggregate local content annual and quarterly report outcomes received under State Agreement Acts.
- Collection of supplier performance data from major proponents including identification of areas requiring improvement.
- Introduction of the Industry Facilitation and Support Program designed to assist suppliers to resource projects maintain or increase competitiveness.
- Introduction of the Industries Promotions Program designed to support industry associations improve activities on behalf of members.
- Agreement with the Australian Steel Institute to investigate nominated specific examples where a project proponent may not have provided full, fair and reasonable opportunity to participate.
- Progression of investigation of the relative competitiveness of Perth as an engineering and design hub for offshore oil and gas projects.
- Amendment of Chevron reporting requirements for the Wheatstone project to ensure a greater and a more timely exchange of information on contract opportunities and outcomes.
- Agreement with Woodside for the establishment of a Local Content Steering Committee for the Browse project.

- Discussions with Senator Kim Carr, Minister for Innovation, Industry, Science and Research, and his officials, on the opportunity for Western Australia to provide suggestions on modifications to the Commonwealth's approach to local industry participation.
- Issue of requests to selected resource projects for preparation and submission of industry participation plans in the new format.
- Support of an industry mission to the offshore Europe event to investigate opportunities to enter international market arrangements and global supply chains.
- Development of a Memorandum of Understanding between China and Western Australia for expansion of trade and investment and initial investigation of opportunities arising in terms of local industry participation.
- Presentation of Western Australia's views to the Federal Oppositions review of Australian Manufacturing Industry.
- Representations to the Commonwealth regarding linkages between local industry participation and the future of manufacturing industry and the need to develop a more informed position on the implications on China's continued economic expansion.
- Announcement of a detailed examination of establishing a common use infrastructure facility in the Pilbara region to support oil and gas and mineral development in areas including subsea installation and ongoing maintenance. The facility would be based on the successful Australian Marine Complex at Henderson.
- Strengthening of the local industry participation team within the Department of Commerce.
- Commitment to support the Australasian Oil and Gas (AOG) Conference and Exhibition to be held annually in Perth with a focus on local industry and capabilities.
- Provision of project sourcing information to the Departments of Treasury and Workforce Development and Training, for the purposes of modelling and forecasting of economic growth and skilled labour demand trends.

4. Commonwealth Government Policy Development

As noted in the May 2011 report, Western Australia has been contributing to the review of the Australian Industry Participation National Framework Agreement (underway since December 2009) and the Premier has been engaged in correspondence with the Prime Minister on the issue of the Commonwealth role in support of local industry involvement in resource projects.

More recently in September 2011, the Minister for Commerce delivered a Keynote Speech at the Australian Steel Institute's Convention in Canberra regarding the ongoing importance of manufacturing industry and calling on the Commonwealth to establish a clear position on this issue and to develop a detailed response to the emergence of China and the consequent implications for the Australian economy.

Since the Federal Budget of 24 May 2011, there are clear signs the Commonwealth is beginning to acknowledge that the long term trends which contributed to the State Government's revision of its policy approach, are also relevant nationally. The Federal Budget contained an announcement of the "Buy Australian at Home and Abroad" campaign, a 4-year program with funding of \$34.4 million.

Funding will cover increased support for the Industry Capability Network and greater promotion of the EnterpriseConnect suite of industry assistance measures. Funding was expanded to include the appointment of a resource industry supplier envoy, further supply advocates and the introduction of a resources forum. This forum has the intended role of providing advice to the Commonwealth on how industry participation levels can be increased.

In October 2011, the Prime Minister, as part of the Jobs Forum held in response to the OneSteel and Blue Scope downsizing, announced a proposed expansion of the use of Australian Industry Participation Plans. This potentially entails linking such plans to Commonwealth grants to States, Territories and industries, of \$20 million or more. Further, such plans would be made publicly available and tariff concessions linked to plan approval would be tightened.

This initiative is to be developed by a working group, the composition of which is yet to be finalised. However, Western Australia will be included. The working group will carry on the review of the Australian Industry Participation National Framework Agreement with an early deadline for completion.

Additionally, at the Jobs Forum the Prime Minister announced the formation of a taskforce to consider the future of Australian manufacturing industry. Membership of this taskforce was announced in mid-October and the State Government is concerned that currently only one member out of 24, comes from Western Australia.

Linked to these developments in late September, the Prime Minister announced that the Commonwealth Government would be producing a White Paper on the Implications of Asia's economic and industrial expansion for Australia. The paper must inevitably include a focus on local industry participation issues in the context of competition and globalisation.

While the State Government welcomes these steps as an acknowledgement of the Commonwealth Government's acceptance of the need for action on Australian industry participation, it is the outcomes which will determine their ultimate worth. Western Australia intends to take an active role in shaping future initiatives.

5. Resource Project Activity

In the period between May 2011 and October 2011, a number of significant proponent decisions served to maintain the momentum of new resource based investment in Western Australia. Notable amongst these was the announcement by the Chevron Joint Venturers of the implementation of the \$29 billion, Wheatstone natural gas project. A large number of contracts have already been advertised on the ProjectConnect website and it is anticipated that commitments valued at approximately \$3 billion will be placed locally by the end of 2011.

Wheatstone represents the second largest project in Australia exceeded only by Chevron's Gorgon development.

Also in the offshore energy sphere, construction of Shells estimated \$8-10 billion Prelude project has commenced.

There have been considerable commitments in the area of iron ore with BHP Billiton beginning construction of the \$3 billion Jimblebar mine expansion and of the \$1.9 billion Port Hedland inner harbour expansion. The company has also decided to proceed with a \$1.4 billion Port blending and rail yard facility at the same site.

Recently BHP revealed they would build a new power station in Newman at a cost of \$597 million, while they are also the major backer

behind the development of Orebody 24 at a cost of \$822 million. Japanese companies Itochu Minerals & Energy, Mitsui-Itochu Iron and Mitsui Iron Ore are contributing \$124 million as minor partners. Construction of the \$7.2 billion Roy Hill iron ore mine is also underway.

In June 2011, FMG announced its decision to fast-track its \$8.4 billion investment to expand output in order that its target will be realised by June 2013. In the same month, Rio Tinto announced it intended to invest \$15 billion to expand annual iron ore production from 240mpta to 333mpta by 2015. Grange Resources has announced a 47 percent increase in production from the Southdown iron ore project scheduled to begin in the first half of 2012.

Other projects of note where construction activity has begun are the \$1.23 billion Balla Balla vanadium and titanium mine and the \$384 million Sandfire copper and gold development. In August 2011, the Premier opened the Mount Weld rare earth project.

Current estimates of resource based capital expenditure in Western Australia over the next five years suggest that up to \$300 billion of investment could be realised. The Australian Bureau of Agricultural and Resource Economics estimates there are up to 15 energy projects, 74 mining projects and 4 mineral and energy processing projects which could proceed in Western Australia within this period.

6. Local Content success stories – Post Framework

Considerable effort has been expended by the State Government in ensuring project proponents are aware of the Framework approach for local industry participation and therefore the priority that has been placed on this aspect of resource development. The State Government believes this profiling is already realising positive results.

Monitoring by the Department of Commerce indicates that more than \$8.3 billion worth of contracts have been awarded locally since July 2011. Attachment 1 provides a comprehensive list of contracts as at 21 November 2011.

Attachment 1 illustrates the variety of manufacturing and service activities covered by resource project purchasing. It should also be noted for major contracts, such as the Kentz-CBI Gorgon arrangement, there will be significant subcontracting opportunities for other locally based suppliers.

It is important to make clear the basis of the State Government's measurement of local industry participation. The traditional indicator has been the worth of value-adding within Western Australia for each contract issued. This acknowledges that local value add can be derived from contracts awarded locally, in the Eastern States or overseas. Consequently, it is a mistake to confuse value-add with local contract award. Very few if any locally awarded contracts will contain 100 percent Western Australian value-add. Equally, very few if any overseas contracts will not contain Western Australian value-add.

7. Local Content Reporting 2011

The May Local Content Report provided aggregate details of information received from project proponents through the reporting commitments of State Agreement Acts for both 2009 and 2010.

The table below continues this practice and covers all reports received for the first half of 2011. These reports are a mix of construction and operational sourcing. Examination of the data shows uniformly strong outcomes for local sourcing in projects operational phase and illustrates the contrast between supply for offshore and onshore projects during the construction phase.

These reports have been analysed by the Department of Commerce and it is considered that there are no contracts reported upon where local capacity to supply has been inequitably denied or ignored. Discussions with project proponents on contracts awarded outside of Western Australia has yielded explanations including an absence of local bids or capacity, failure to meet technical specifications or a lack of price competitiveness. Price is generally treated as a whole of life issue taking into account proximity of supply and after-sales support.

It should be recognised that these Agreement Act reports whilst covering relatively major projects do not represent in any way the entire local industry participation situation. As noted in Section 2 above, there are many significant resource developments that currently do not report to Government on their local content activities.

An example of this latter type of project is the Karara iron ore project in the MidWest region. Discussions with the Department of Commerce show that the project has spent \$1.6 billion in construction and operation and of this 91 percent has flowed to Australian business. Further, the project is strongly integrated into the local economy and has engaged with some 267 MidWest businesses. The Karara project demonstrates the need for a more complete reporting of local industry participation in Western Australia in order that informed discussion on this issue can occur both publicly and in the Parliament.

Local Content Reports Cumulative results and outcomes

FOR THE PERIOD:		1/01/2011	TO	30/09/2011				
Operating Projects	Rvd	WA	ES	OS	TOTAL	WA	ES	OS
Goldfields Gas Transmission P/L	1	202,000			202,000	100%	0%	0%
Nickel West Ltd	1	26,942,559	7,777,121	0	34,719,680	78%	22%	0%
Onslow Salt Pty Ltd	1	28,832,000	160,000		28,992,000	99%	1%	0%
Shark Bay Resources P/L	1	27,362,768	495,380		27,858,148	98%	2%	0%
The Griffin Coal	1	41,048,668	0		41,048,668	100%	0%	0%
Wesfarmers Premier Coal Ltd	1	26,379,000	550,000		26,929,000	98%	2%	0%
TOTAL OPERATING	8	150,766,995	8,982,501		159,749,496	94%	6%	0%
New Projects (including expans.)		WA	ES	OS	TOTAL	WA	ES	OS
BHP Billiton Iron Ore								
RGP5	2	426,000,000	14,000,000	52,000,000	492,000,000	86.5%	3%	10.5%
Port Hedland Inner harbour	1	1,156,000,000	136,000,000	429,000,000	1,721,000,000	67%	8%	25%
Jimblebar	1	847,000,000	61,000,000	102,000,000	1,010,000,000	84%	6%	10%
CP Mining (Sino Iron Ore Project)	2	102,717,754	41,179,733	2,054,704	145,952,191	70%	28%	2%
Rio Tinto Iron Ore (Pilbara projects)	2	1,896,815,739	146,790,705	440,619,903	2,484,226,347	76%	6%	18%
Simcoa	2	22,539,886	3,538,201	14,305,660	40,383,747	56%	9%	35%
Worsley Alumina Pty Ltd (E&G proj)	8	325,063,840	193,209,784	880,802	519,154,426	63%	37%	0%
Chevron (Gorgon)	2	825,300,000	65,020,000	999,720,000	1,890,040,000	44%	3%	53%
TOTAL NEW PROJECTS	22	5,601,437,219	660,738,423	2,040,581,069	8,302,756,711	67%	8%	25%
TOTAL ALL PROJECTS		5,752,204,214	669,720,924	2,040,581,069	8,462,506,207	68%	8%	24%

8. Conclusion

Over the next six months the State Government will give particular focus to building on the impetus achieved since the launch of the Framework approach. This will include concentration on major projects such as Wheatstone and Browse, implementation of industry participation plans, increased project reports and greater interaction with the Commonwealth.

Support for improved supplier performance will also be maintained.

**Attachment 1
Publicly announced contracts – July to November 2011**

Company	Owner	Project	Description	Value (estimated)	Date	Source
besque Engineering	Shark Bay Resources Pty Ltd	Shark Bay	Design and construction	30,000,000	17/08/11	Company Website/ASX
Abigroup	Rio Tinto	Expansion Project	Rail formation framework agreement (over 5 year term)	500,000,000	12/07/11	Abigroup
Abigroup	Rio Tinto	Expansion Project	Rail formation earthworks (\$83,000,000)	Aggregate (refer above)	13/09/11	Abigroup
Abigroup	Fortescue Metals Group	Expansion Project	Rail embankment duplication	42,500,000	13/09/11	Abigroup
AGC Industries Pty Ltd	Gindalbie Metals	Karara Iron Ore	Structural, mechanical and piping	Undisclosed	11/08/11	Company Website
AGC Industries Pty Ltd	Alcoa	Wagerup Refinery	Management and execution of multi-disciplinary services	50,000,000	09/09/11	Company Website
AGC Industries Pty Ltd	Rio Tinto	Dampier Incremental Expansion	Structural, mechanical and piping	30,000,000	14/09/11	Company Website
AGC Industries Pty Ltd	Rio Tinto	Brockman 4	Construction of pilot plant	22,000,000	24/10/11	Company Website/ REPS
Allmine/Arcon/ Construction Industries Australia	MCC Mining	Sino Iron	General Construction	53,000,000	13/10/11	Company Website/ASX/ Allmine
Allmine/Arcon/ Construction Industries Australia	MCC Mining	Sino Iron	Service Contract	50,000,000	02/11/11	Company Website/ASX/ Allmine
Ausco	BHP Billiton Iron Ore	Packsaddle	540 Room Village	24,000,000	28/09/11	Company Website/ Company
Ausco	Hancock Prospecting	Roy Hill Iron Ore	4 x 500 Man Camps	35,000,000	07/10/11	ProjectConnect/ Company
Ausdrill	Fortescue Metals Group	Solomon	Production Drilling	75,000,000	26/07/11	Mining News
Brierty Ltd	Fortescue Metals Group	Solomon	Construction of rail formation	60,000,000	04/11/11	ASX
Brierty Ltd	Fortescue Metals Group	Cloudbreak	Construction of Fuel Loading and Provisioning Facility	10,000,000	15/11/11	ASX
Cape Crushing and Earthmoving Contractors Pty Ltd	BHP Billiton	Nickel West	Ore handling, crushing and sampling	40,000,000	29/07/11	Company Website/ASX
CEPT Joint Venture	Fortescue Metals Group	Cloudbreak	EPC	247,000,000	01/11/11	AMEC Website
Clough Forge Joint Venture	Hancock Prospecting	Roy Hill Iron Ore	Build port materials handling facility	Undisclosed	24/08/11	Company Website/ASX

Coretrack Ltd	Newcrest Mining	Newcrest	Rig Services	2,000,000	15/09/11	Trader Dealer
Decmil	Chevron	Wheatstone	Fly Camp	70,000,000	11/10/11	WA Business News
Downer	Undisclosed	Pilbara	Electrical and instrumentation	142,000,000	04/10/11	Company Website
Ertech Holdings	Chevron	Gorgon	General services	50,000,000	08/11/11	Company Website
Forge Group (Cimeco Pty Ltd)	Fortescue Metals Group	Solomon	Primary Crushing Hubs	200,000,000	30/08/11	Company Website/ASX
GR Engineering	Newcrest Mining	Telfer	EPC, Regrind Project	48,000,000	07/10/11	ASX/Company
GR Engineering	Central Tenemyte Gold	Central Tenemyte Gold	Letter of Intent, EPC - refurbishment, upgrade and recommissioning of process plant	Aggregate (refer above)	07/10/11	ASX/Company
Kentz/CBI	Chevron	Gorgon	Various	2,300,000,000	21/07/11	Kentz Website
KJ Johnson & Co	Rio Tinto	Cape Lambert Port B	Supply and install overhead lines	15,000,000	14/11/11	Mining News/Confirmed with CFO, Southern Cross Electrical Engineering (parent company)
Leighton Contractors and Ngarda Civil and Mining	Rio Tinto	Hope Downs	Earthworks	104,000,000	25/08/11	Company Website
MacMahon	Fortescue Metals Group	Solomon Deposit	Rail Spur Construction	300,000,000	16/08/11	Company Website/ASX
MacMahon	Tropicana Joint Venture	Tropicana Gold	10 Year Mine Development	900,000,000	15/07/11	Company Website/ASX
MacMahon	BHP Billiton Iron Ore	Wheelarra	Construct haul roads and run mine pad	129,000,000	12/08/11	Company Website/ASX
MacMahon	Newmont	Boddington Gold Mine	Mining operation and ore re-handling	Aggregate (refer above)	12/08/11	Company Website/ASX
MacMahon	Panoramic Resources	Savannah	Production drilling, cablebolting and shotcreting	Aggregate (refer above)	12/08/11	Company Website/ASX
MacMahon	Rio Tinto	Hope Downs 4	Rail Earthworks and Bridge Construction	129,000,000	04/07/11	Company Website/ASX
MacMahon	Rio Tinto	Cape Lambert Port B	Bridges over Boat Beach Road	Aggregate (refer above)	04/07/11	Company Website/ASX
MacMahon	Rio Tinto	Cape Lambert Port A	Bulk Earthworks, Roadworks and Civil Works	Aggregate (refer above)	04/07/11	Company Website/ASX
Matrix Composites & Engineering Ltd	Various Projects	Various Projects	Supply of iron ore car dumper components, drilling centralisers and various other products and services	14,000,000	17/11/11	Company Website/ Company

Metro Lintel Steel	Chevron	Gorgon	Draw, fabricate and supply	5,486,000	00/08/11	Company
Mineral Resources	Fortescue Metals Group	Christmas Creek 2	Design, Construct and Operate (over 10 years)	1,000,000,000	04/07/11	Company Website
Mining and Civil Australia	Kimberley Diamonds Company NL	Ellendale	Mining Services including drilling an blasting, loading and hauling and crusher feed (over 21 months)	65,000,000	17/11/11	Company Website
Monadelphous	BHP Billiton	Worsley Alumina	Three year contract, minor capital project services	Undisclosed	19/08/11	Company Website/ASX
Monadelphous	Rio Tinto and Hancock Prospecting	Hope Downs 4 Iron Ore	Structural, mechanical and piping	150,000,000	19/09/11	Company Website/ASX
Monadelphous	Woodside	Pluto LNG	Mechanical commissioning support	Undisclosed	19/08/11	Company Website/ASX
Monadelphous	Chevron	Gorgon LNG	Onshore Gas Pipeline	Undisclosed	21/10/11	Company Website/ASX
Monadelphous	Rio Tinto	Cape Lambert	Structural and mechanical	Undisclosed	21/10/11	Company Website/ASX
Neptune Marine Services (alliance with Greatship Subsea Solutions Australia Pty Ltd)	Hess Exploration Australia Pty Ltd	Equus Gas Fields Development	Geotechnical and geophysical surveys	14,500,000	17/11/11	Company Website
Nomad Building Solutions	Rio Tinto	Western Turner Brockman	Design and build accommodation and laundries	6,300,000	20/07/11	MST Mine Supply Today
Nomad Building Solutions	Rio Tinto	Cape Lambert	Design and manufacture of camp buildings	3,500,000	20/07/11	MST Mine Supply Today
NRW Holdings Limited	Fortescue Metals Group	Herb Elliott	Site Works	112,000,000	29/07/11	IM International Mining/Company Website
NRW Holdings Limited (Joint Venture Ngarluma and Yindjibarndi Foundation Limited (NYFL) and Eastern Guruma Pty Ltd	Fortescue Metals Group	Solomon	Various	80,000,000	29/07/11	IM International Mining/Company Website
NRW Holdings Limited	Fortescue Metals Group	Pilbara	Main Rail Line Duplicateion Works	70,000,000	14/07/11	Company Website
NRW Holdings Limited	Chevron	Wheatstone	Construction of access roads	99,000,000	11/11/11	ASX
OTOC Australia (Ocean to Outback)	Rio Tinto	Cape Lambert	Civil works and associated services, EPCM and Contractors Area	10,700,000	25/10/11	Company Website
OTOC Australia (Ocean to Outback)	Rio Tinto	Western Turner Brockman	Installation of permanent buildings	3,700,000	25/10/11	Company Website
OTOC Australia (Ocean to Outback)	Extension Hill	Magnetite	EPHL Exploration Camp	33,000,000	25/10/11	Company Website

OTOC Australia (Ocean to Outback)	Hancock Prospecting	Roy Hill Iron Ore	Rail Camp - Design, supply and installation	Aggregate (refer above)	25/10/11	Company Website/ Company
Pindan	Rio Tinto	Rail Capacity Enhancement	Accommodation Rooms and Associated Facilities	15,000,000	31/08/11	Company Website
Pindan	Fortescue Metals Group	Solomon Hub - Iron Ore	Permanent Camp Construction	56,000,000	17/11/11	Company Website
RCR Ltd	Fortescue Metals Group	Solomon Iron Ore	EPC - engineering, procurement, construction and pre-commissioning	600,000,000	02/11/11	ASX
Southern Cross Electrical Engineering	Sino Iron	Area F	Process plant construction of power line	Undisclosed	17/08/11	Company Website/ASX
VDM Group	Various	Various	Various	65,000,000	24/10/11	FTI Consulting
VDM Group	BHP Billiton Iron Ore	Newman	Earthworks and roadworks	Aggregate (refer above)	22/08/11	Company Website/ASX
VDM Group	AngloGold Ashanti Australia Limited	Tropicana Gold	Internal roads, diversion channels, fencing and temporary accommodation camp	Aggregate (refer above)	14/10/11	Company Website/ASX
VDM Group	Karara Mining Limited	Karara Iron Ore	Design and construction of minesite warehouse, workshops and washdown facility	10,000,000	14/10/11	Company Website/ASX
Velocious	Chevron	Gorgon	Subsea Gas Piping Support	5,000,000	05/08/11	Company Website
Worley Parsons	Chevron	Wheatstone	Construction Management Services	235,000,000	06/10/11	Company Website
TOTAL				8,310,686,000		

NOTE: Undisclosed – withheld as commercial in confidence and not included in total figure.