

Australian Industry Participation (AIP) plan Summary – Project Phase

1. Project Details

Designated project proponent: BBI Group Pty Ltd (BBIG)

Project name: Balla Balla Infrastructure Project (BBIP)

Description of the project: BBIG Group (BBIG) is proposing the BBIP, a rail and port development. When constructed, it will comprise an integrated port and rail infrastructure system that will provide a new gateway to the iron ore miners in the Pilbara region of Western Australia. Initial planned annual capacity of the rail and port is 50 million tonnes per annum (Mtpa) (wet) with the potential to increase throughput. The BBI port is located approximately halfway between Dampier and Port Hedland in close proximity to road, gas and electrical infrastructure. Proposed infrastructure for the BBIP includes moving iron ore from stranded central Pilbara mines via train loading, a 165 km single-track standard gauge railway and a multi-user port facility capable of handling and loading transshipment shuttle vessels (TSVs).

Estimated project value: >\$4B AUS

Project location: Central Pilbara Region, Western Australia

Link to project information: <https://gateway.icn.org.au/project/3934/balla-balla-infrastructure-project?st=projects&psid=1515175274>

Project contact for procurement information: Brendon Grylls, +61 409119128, bgrylls@bbig.com.au

Other project proponents involved in the project: N/a

2. Opportunities to supply Goods and Services

Expected opportunities	Opportunities for Australian entities	Opportunities for non-Australian entities
Goods		
Materials Handling Machines	Yes	Yes
Materials Handling Conveyors	Yes	Yes
Power Generation	Yes	Yes
Power Transmission & Distribution	Yes	Yes
Rail Supply	Yes	Yes
Locomotives	Yes	Yes
Wagons	Yes	Yes

Expected opportunities	Opportunities for Australian entities	Opportunities for non-Australian entities
Signalling and Communications	Yes	Yes
Services		
Bulk Earthworks Construction	Yes	No
Road over Rail & Bridge Construction	Yes	No
Rail Track Construction	Yes	No
Causeway & Quarry Construction	Yes	No
Jetty Design and Construct	Yes	No
Transshipment Shuttle Vessels	Yes	Yes
Accommodation & Camp Construction	Yes	No
Construction Water	Yes	No
Non-Process Infrastructure Construction	Yes	No
Logistics Services	Yes	Yes
Ocean freight Services	Yes	Yes

Disclaimer: The information provided in the table above is based on an initial assessment by the company. Any questions or issues should be raised with the project contact.

Explanation for item(s) in list above where it is indicated ‘No Opportunities for Australian entities’

<p>Locomotives - no technical capability for iron ore locomotives in Australia.</p> <p>Transshipment Shuttle Vessels - no Australian dry dock capacity to build 36 metre beam vessels.</p>
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3. Standards to be used in the project

1. It is a BBIP requirement that standards utilised are either Australian or internationally recognised equivalents, unless otherwise justified due to specific technological, commercial, intellectual property or similar requirements. When bespoke design requirements are required the reason for such a bespoke design will be outlined in the advertised work scope.

4. AIP activities to be undertaken by the Project Proponent

- 1. Local Engagement Contact / Resource** – BBIP, its head contractor and sub-contractors will be contractually required to appoint a local engagement contact / resource(s) to facilitate the participation of Pilbara based contractors and other WA and Australian industry members.
- 2. Pilbara Contractor Capability Mapping** - the BBIP local engagement resource will undertake capability mapping of Pilbara based contractors at least nine months prior to the Financial Investment Decision (FID), this will assist the head and sub - contractors to have greater understanding of Pilbara industry capability during the Request for Quotation (RFQ) and/or Invitation to Tender (ITT) processes.
- 3. Pilbara Contractor Enterprise Improvement** - those Pilbara based contractors identified during the Pilbara contractor capability mapping as unable to meet the pre-qualification requirements of the BBIP, will be encouraged to participate in supplier improvement programs, such as those provided by Commonwealth programs, including but not limited to The Entrepreneurs Programs and RESA. The wider Western Australian and Australian profiles will be made available by BBIP's ICN Gateway procurement portal.
- 4. Advertise Contracting & Procurement Opportunities** – before commencing tendering or other procurement activity BBIP, its head contractor and sub-contractors will use their reasonable endeavours to advertise contracting and procurement opportunities above the value of AUD\$20,000 on the BBIP ICN Gateway procurement portal, some 4 weeks prior to approaching the market for RFQ or ITT processes. This commitment will provide traditional owner, indigenous and Pilbara businesses in particular, the opportunity for greater participation in contracting opportunities relevant to their financial and business capability.
- 5. Industry Project Briefings** – BBI will continue to provide project opportunity briefings / updates to industry and regional stakeholders in Pilbara regional centres and Perth. These briefings will include information for suppliers on how to register interest in the project's opportunities.
- 6. Non-Discriminatory Behaviour** – BBI, its head contractor and sub-contractors and suppliers will be contractually required to publish opportunities for Australian contractor / supplier expressions of interest and submit bids at the same time expressions of interest and bid submissions are sought from any international contractors and suppliers.
- 7. Invitation to Tender** – ITT's and other contracting and procurement process participants will be issued capability profiles of relevant Pilbara based contractors to support Pilbara regional contractor engagement.
- 8. Invitation to Tender Evaluation** – tenderers and other contracting and procurement participants will be required to nominate scopes of work suitable for traditional owner, pastoral, Pilbara and Western Australian contractors. Each tender submission will be evaluated against the engagement of local industry participation, according to the following hierarchy: (1) Traditional Owners and Pastoral Owners whose lands are traversed by the BBI rail; (2) Pilbara based contractors; (3) West Australian based contractors and (4) Other Australian based contractors.
- 9. Local Engagement Training** – BBIP local engagement resource(s) will provide local engagement briefings to BBIP's head contractor contracting and procurement staff and other selected sub-contractors to support the participation of Pilbara based, WA and Australian contractors.
- 10. Unsuccessful Participant Feedback** – contractors will be advised why they were unsuccessful in the expression of interest and tendering process with recommended areas for enterprise improvement.
- 11. Reporting, Monitoring of Performance and Compliance** – BBIP, its head contractor and sub-contractors will be required to report on the performance of these AIP commitments on a 6-

monthly basis and report on corrective action where performance of these commitments have not been demonstrated.

5. AIP activities to be undertaken by procurement entities

- 1. Cascading Local Engagement Clause** – BBIP’s head contractor and sub-contractors will be contractually required to cascade BBIP’s AIP and local engagement commitments.