



ANNUAL REVIEW 2020



AUSTMINE ANNUAL REVIEW 2020

Dear Austmine Members,

2020 has been a year like no other, with unprecedented disruption and unforeseen challenges impacting the lives of people the world over. While mining has fared quite well compared to many industries, Austmine's members have not been immune to the impacts of COVID-19, with border closures, delayed capital expenditure and reduced business development opportunities effecting business as usual.

However, the METS sector has shown phenomenal resilience during these tough times, and Austmine has been pleased to see many examples around the country of our members transitioning to provide remote services, collaborating to access project opportunities and delivering a new wave of digital technologies into the industry.

At Austmine, we have been undertaking our own transformation in 2020, with a restructuring of our executive team to provide greater opportunities and value to members, the ongoing introduction of new systems to enhance the member experience and a pivot to provide value-adding services, business development opportunities and critical information in the online environment.

While we have successfully navigated the COVID period and adapted quickly to this new norm, Austmine is looking forward to a better and brighter 2021. Australian METS have the expertise, technological capability and experience to capitalise on the growth prospects that are just around the corner, and green shoots are already emerging for many of our members.

We look forward to seeing our members face-to-face once again and recommencing our calendar of networking events next year, including the Austmine 2021 'Harnessing Intelligence' Conference & Exhibition in Perth in May. We will also leverage and learn from our experiences in 2020 to maintain and optimise our new suite of online events, supplier programs and services to provide a diversity of opportunities for our members.

Thank you for your continued support and see you next year. Stay safe and well!




Christine Gibbs Stewart
CEO, Austmine




Mark Warren
Chair, Austmine

2020 KEY NUMBERS:



616

TOTAL
MEMBERS



7,100

ONLINE EVENT
ATTENDEES



1,200+

METS ENGAGED IN
LOCAL AND GLOBAL
SUPPLY PROGRAMS



200+

FUTURE LEADERS
ENGAGED IN METS
CAREER
OPPORTUNITIES



30 Years

SUPPORTING THE
AUSTRALIAN METS
SECTOR

2020 KEY ACHIEVEMENTS

Membership Growth & Business Transformation

Austmine has continued our steady growth journey in 2020 and implemented additional resources and systems to support our members. Our membership has grown to 616 companies, who represent the full mining value chain from pit-to-port and the best in Australian mining technology and innovation.

To drive greater member value and increase our service offering, Austmine has appointed new team members. Marianne Cummings, Director Strategic Development has come on board to facilitate new growth opportunities for our members and provide boots on the ground in the Hunter. Dale Thompson has joined as Membership Manager in Victoria to extend Austmine's reach across the state and cater for our growing network. Martin Collard, Chief Collaboration Officer will lead our engagement with BHP and drive relationship development with mining companies. Finally, Sona Swindley has joined as our Conference & Events Manager to ensure valuable networking opportunities for our members around the country.

Celebrating 30 Years of Championing the METS Sector

In November 2019, Austmine achieved the significant milestone of 30 years of operations, with celebrations and promotion of this milestone continuing into 2020. Our anniversary provided an opportunity to acknowledge the outstanding growth of the organisation and the phenomenal achievements of the Australian METS sector over this time. We capped our celebrations by welcoming over 300 members and partner organisations to our 30 Year Anniversary Dinner at Fraser's King Park in Perth, where we looked to the future and recognised that the sky is truly the limit for the Australian METS Sector.

Successfully Navigating COVID-19

Austmine's COVID response was swift as we quickly moved to transition events and services online, focusing on providing member value and opportunities to connect with the local and global mining community.

We were able to expand our network and engage a new audience in our online activities, which had over 7,100 registrations across the year. These initiatives will be here to stay, including the METS Tech Talks, Meet the Miners online, Monday Member Meet-up, supply opportunity programs and international market seminars.

Driving Engagement Between BHP and the METS Sector

Austmine and BHP announced a strategic partnership at the beginning of 2020, focusing on bringing people and resources together to maximise value chain opportunities and further strengthen the competitiveness of the Australian METS and mining sectors. The three-year partnership will see BHP actively involved with Austmine through nationwide industry events, webinars, visits to BHP's operations and other innovation projects.

Building on this announcement, Austmine and BHP launched the Supplier Innovation Program, which showcases a series of operational challenges and invites METS sector participants to engage with BHP to develop solutions that can become a part of a paid pilot program on site. Seven challenges have been released to the market and overall program registrations from more than 500 companies.

BHP also collaborated with Austmine to maximise opportunities from their Fatality Elimination Program, a global safety initiative to create a step change to permanently remove fatalities across the business. To help in this process, METS businesses were invited to put forward emerging solutions that can enhance safety and reduce workforce risk. Over 500 submissions were provided to BHP and 60 companies were invited to pitch directly to their team. This significantly increased visibility of METS sector products and services within BHP and resulted in further engagement with shortlisted suppliers.

New Supply Avenues for Members

In the absence of face-to-face networking and business development, Austmine collaborated with partners around the world to deliver new supply avenues to our members.

Working with METS Ignited and Linkminers, Austmine helped METS access the Peruvian market through the Virtual Supplier Development Program. This accelerated access to Peru, connected Australian METS with key

mining companies and allowed them to liaise with decision-makers from Antamina Mining, Hochschild Mining and Gold Fields.

Furthering our focus on South America, Austmine worked with Expande to promote their open innovation program to Australian suppliers. This program allows businesses to provide technological solutions to key challenges from BHP, CODELCO, Teck Resources and Antofagasta Minerals.

Austmine also partnered with Rio Tinto to encourage members to submit solutions through their Pioneer Portal platform, further fast-tracking the uptake of new innovations and technology in the industry.

Accelerating International Growth for METS

Austmine was successful in our bid to establish two SME METS Export Hubs under the Federal Government's Department of Industry, Science, Energy and Resources Small and Medium Enterprises (SME) Export Hubs initiative.

The Western Australia METS Digital Mining Export Hub was launched in September by the Honourable Bill Johnston, WA Minister for Mines, Petroleum, Energy and Industrial Relations in Port Hedland. The Hub will build on WA's expertise in modern mining to identify key global opportunities for growth and drive engagement of regional METS businesses in international supply chains.

The Victorian METS Export Hub was launched online in October, with Gordon Chakaodza appointed as the Export Hub Lead. The Hub will form networks of METS companies and through providing linkages, connections, training and global market identification, will capitalise on existing strengths to build export opportunities.

Helping METS Thrive

To assist METS companies navigate this new operating environment and ensure they can showcase their expertise, Austmine has recently created METS Thrive. METS Thrive is a facilitated workshop using an online questionnaire that helps businesses diagnose their strengths, opportunities and risks within the current COVID and future post-COVID environments. These workshops aim to help METS leaders understand what these recent changes to the mining landscape mean for their business and guide them on developing strategies to mitigate risk and adapt business models.

Welcoming New Board Directors

Austmine's October Annual General Meeting was held virtually for the first time. This featured an election of four Board Director positions and we are pleased to welcome Grant Fraser, Managing Director, Sedgman and Craig Lindsay-Rae, Managing Director, Murray Engineering Group to the Board. Andrew Rouse, Chief Technology Officer, PYBAR Mining Services and Trent Wehr, Managing Director Mining, Liebherr Australia were also successful in earning re-election to the Board.

Foundations for the Future

With workforce skills challenges escalating and an unprecedented digital transformation ongoing, Austmine continued to focus on future-proofing our sector through the STEM: METS Career Pathway Program. 21 students have been selected to undertake internships with our members this year, along with a further 200 students engaged in webinars and learning opportunities through the program.

Another 10 future industry leaders undertook the Innovation Mentoring Program in 2020, being placed with experienced industry mentors to access new knowledge and ideas to drive innovation and business growth.

**INDUSTRY
LEADERS**

 **accenture**

 **METS
IGNITED**

**INDUSTRY
PARTNERS**

 **Gallagher**
Insurance | Risk Management | Consulting

 **austin**

 **OFX**

 **resourcesuper**