

# Australian Industry Participation (AIP) Plan Summary – Project Phase

## 1. Project Details

**Nominated project proponent:** Mardie Minerals Pty Ltd

**Project name:** Mardie Salt and Potash Project

**Description of the project:** Mardie Minerals Pty Ltd (**Mardie**) is a wholly owned subsidiary of BCI Minerals Limited (**BCI**). The Mardie Salt & Potash Project (**the Project**) is located within Australia’s major salt producing region on the West Pilbara coast. The Project is proposing to be Australia’s first to produce salt and Sulphate of Potash (**SOP**) through the evaporation of seawater. The evaporation production process is powered largely through natural solar and wind energy, meaning sustainable supply of salt and potash. The Project will produce high purity salt that will be used mainly within the chemical manufacturing industry. SOP will be used as a premium fertiliser to improve plant growth and drought resistance.

**Estimated project value:** AUD\$779M

**Project location:** West Pilbara coast, approximately 100km south west of Karratha, Western Australia.

**Link to project information:** <https://www.bciminerals.com.au/our-assets/mardie-salt.html>

**Project contact for procurement information:** Stephen Naulls, Procurement Officer, Tel: 08 6311 3477, E-mail: [stephen.naulls@bciminerals.com.au](mailto:stephen.naulls@bciminerals.com.au)

**Other project proponents involved in the project:** N/A

## 2. Opportunities to supply Goods and Services

Key goods and services for the project	Opportunities for Australian entities	Opportunities for non-Australian entities
Salt Wash Plant & Stockyard (Secondary Seawater Supply and Conveyors)	Yes	Yes
SOP Plant (including NPI Infrastructure and In-Plant Roads)	Yes	Yes
Overland Pipelines (Seawater Distribution, Brine Distribution, Process Water Distribution and Waste Brine Distribution)	Yes	No
HV Power Transmission Lines	Yes	No
Pump Stations (Sheet Piling and Bulk Fuel Farm)	Yes	No
Port & Jetty (Port Feed Conveyor, Jetty Construction and Seawall & Laydown)	Yes	No

Key goods and services for the project	Opportunities for Australian entities	Opportunities for non-Australian entities
Roads (Mardie Road and North-South Road)	Yes	No
Steel Buildings (Administration Buildings, Laboratories, HV Workshop and Crib & Ablutions)	Yes	No
Communications and IT Infrastructure	Yes	No
Ponds and Crystallisers (bulk earthworks)	Yes	No
Dredging	Yes	No
Port Access Road	Yes	No
Desalination Plant	Yes	No
Accommodation Village	Yes	No
Power Station	Yes	Yes
Gas Pipeline	Yes	No
Supply and operation of a single self-propelled Transhipment Vessel	Yes	Yes
Large Scale Trial Pond – Civil Earthworks	Yes	No
Large Scale Trial Pond – Pump Supply	Yes	No

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’**

All key goods and services have opportunities for Australian entities.

**3. Standards to be used in the project**

1. The standards that will be utilised in the Mardie Salt and Potash Project will be Australian and/or recognised equivalent standards.

**4. AIP activities to be undertaken by the Project Proponent**

1. **Provide a Regional Presence** – BCI has engaged a local Pilbara based contractor to design and construct a regional office in Karratha. The local presence will create opportunities for the community to engage frequently with BCI enabling a better understanding of project progress and opportunities. It will also create a better awareness of local Pilbara capability including traditional owner, indigenous and Pilbara based businesses.
2. **Provide a Local Engagement Contact / Resource(s)** - BCI and its prime and sub-contractors will be contractually required to appoint a local engagement resource(s) to understand the capability

of Pilbara based, WA and Australian industry capability, facilitate local industry engagement and where required supplier development to assist the contracting and suppliers.

- 3. Complete Pilbara Contractor Capability Mapping** – BCI’s local engagement resource(s) will undertake capability mapping of the Pilbara based contractors this will assist the prime and sub-contractors to have greater understanding of the Pilbara based business capability during the Request for Quotation (RFQ) and/or Invitation to Tender (ITT) processes.
- 4. Enable Local Industry Expressions of Interest Evaluation** – Mardie will ensure expressions of interest for the Project can be submitted and evaluated for the Project via BCI’s website and/or Mardie’s chosen procurement portal. This will also enable automatic notifications to those EOI registrations whenever a Mardie package is listed for the Project.
- 5. Implement a Priority Hierarchy** - For like for like tender submissions, Mardie will prioritise according to the following hierarchy:

- a. Traditional owners
- b. Pilbara indigenous
- c. Pilbara
- d. WA indigenous
- e. WA
- f. Australia indigenous
- g. Australia
- h. International

- 6. Advertise Procurement and Contracting Opportunities** – Mardie and its prime and sub-contractors, where practicable, will advertise contracting and procurement opportunities above the value of AUD\$50,000 on either the BCI webpage and/or chosen procurement portal. This commitment will enable greater participation in contracting opportunities for the Project for traditional owner, indigenous and Pilbara based businesses.
- 7. Locally Sourced Contracting and Procurement Packages** – For tender packages less than AUD\$50,000, Mardie will use best endeavours to source from Pilbara regional businesses and contractors according to BCI’s Priority Hierarchy in point 4.
- 8. Local Price Preference** – Mardie has created a local price preference mechanism for packages below AUD\$1M, whereby if comparable against other minimum criteria requirements and scope, BCI will enable a price preferential for award of 5% for Pilbara based businesses and contractors and 10% for Pilbara indigenous based businesses and contractors.
- 9. Information for Invitation to Tenderers (ITT)** – ITT’s and other contracting and procurement participants will be issued capability profiles of relevant Pilbara based sub-contractors to support regional contractor engagement. ITT’s will then be requested to nominate scopes of work suitable for local industry engagement and the Pilbara based, WA and Australian subcontractors they propose to deliver the scope of work.
- 10. Local Engagement Plans** - Mardie and its contractors will require a local engagement plan to deliver these AIP Plan commitments.
- 11. Cascading Local Engagement Clause** – BCI will insert a local engagement contractual clause requiring any prime contractor(s) to follow these processes and contractually cascade the same requirement to its sub-contractors during implementation.
- 12. Monitoring of Compliance and Reporting** – BCI, its contractors and sub-contractors will report on the performance of these AIPP commitments on a 6-monthly basis post-FID and if the obligations have not been met, demonstrate corrective actions.

## **5. AIP activities to be undertaken by procurement entities**

- 1. Cascading Local Engagement Clause** - BCI will prepare a local engagement contractual clause requiring the Project's prime contractor(s) to follow these processes and contractually cascade the same requirement to its sub-contractors.