



Axis Group Global Procurement & Supply Solutions

Overview

Q4 2023

Global Markets. Connected

Axis Group provides market access solutions. For clients that compete in complex international markets, our deep capabilities, expertise and commitment translate into business performance and profitability

Our Business



DP WORLD

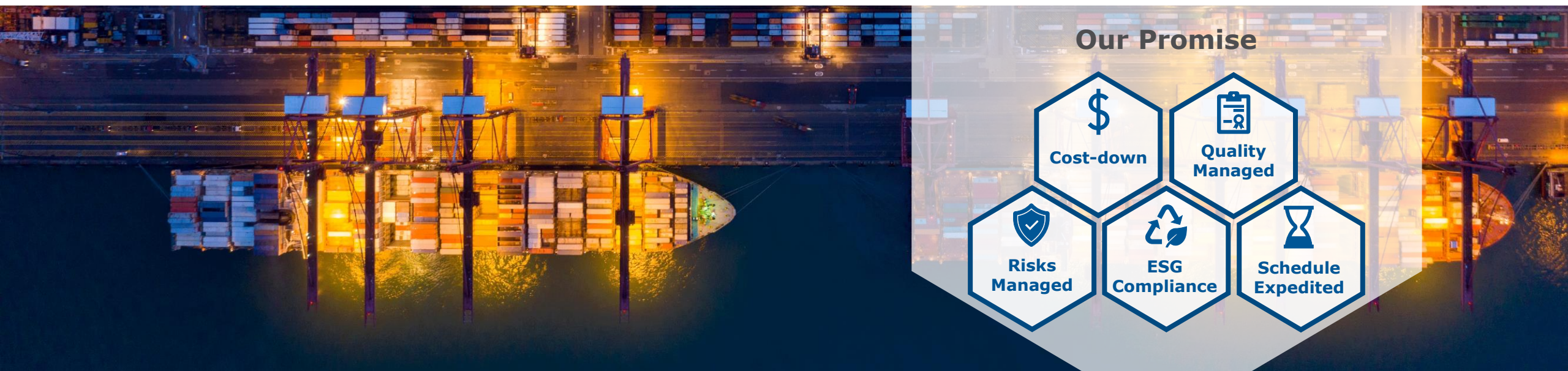
Dubai | Beijing | Shanghai | Singapore | Perth | Bangkok | Delhi | Johannesburg | Santiago | Denver

axisgroupinternational.com

www.dpworld.com

Comprehensive **Global Procurement & Supply** solutions that drive down cost, assure quality, expedite schedules, mitigate risk and ensure ESG compliance

Our Global Procurement & Supply Solutions



Our Promise



Our Global Reach, Experience & Where we Play



Our Solutions are truly integrated and span the entire international value chain from source to final supply – including analytics, sourcing, procurement, supplier performance management, quality management and logistics

Integrated Sourcing & Supply

We are your supplier

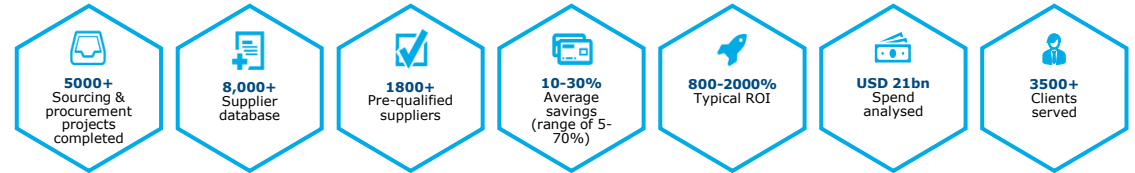
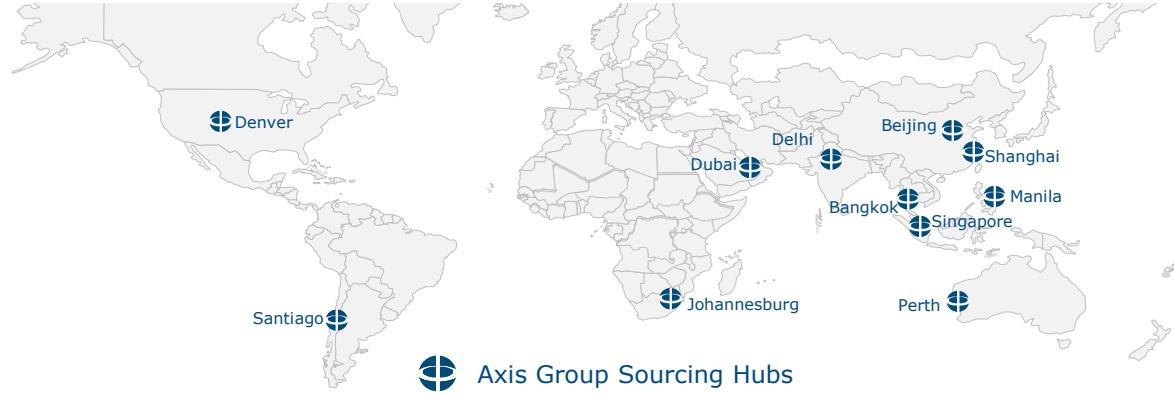
Global Procurement Services

We optimise your procurement

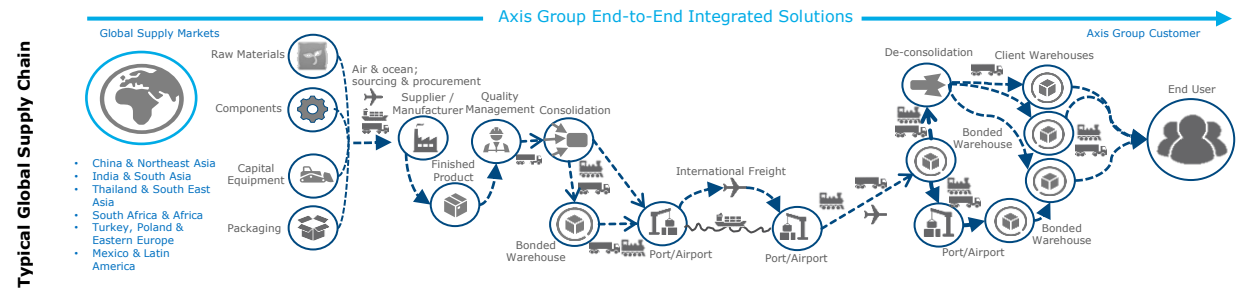
Capex Project Procurement Solutions

We support your projects

Global Reach & Experience



Where we Play



Analytics & Assessment



Sourcing & Procurement



Quality Management



Logistics





Our Solutions

Integrated Sourcing & Supply

We are your supplier

1 Global Sourcing

Identify and manage qualified global suppliers. Enable effective global sources that meet quality, timeline and cost objectives:

- Global supply chain strategic intelligence
- Strategic sourcing
- Supplier identification, selection & management
- Contract terms management
- Demand & specification management
- Quality management and expediting
- Sourcing support
- Supplier relationship management
- Project & risk management

2 International Logistics

Manage complete international supply chain and logistics across transaction value chain:

- Control towers overseeing integrated supply networks
- Inventory management
- Logistics, supply chain and 3rd party management
- Transportation & warehousing
- Warehouse management & control
- Customs clearance management
- Supply chain finance

3 Supply to Site / Delivery / Distribution

Provide integrated supply solutions for a variety of different industries, categories, products, components, technologies & services:

- Order delivery & processing
- Kitting – product assembly, repackaging, etc. within origin country
- Supply management & warehousing

Manage & identify qualified global suppliers from best cost countries

Improve logistics management across value chains

Provide integrated buying solutions for a variety of different industries



Our Solutions

Global Procurement Services

We optimise your procurement

1 Procurement Advisory

Trusted global procurement and supply chain advice with impact:

- BCC opportunity assessment (savings potential diagnostic)
- Market intelligence & supply market analysis
- Benchmarking analysis
- Procurement maturity assessment
- Improve procurement processes & capabilities
- Procurement process tender support
- Supply chain risk assessment

2 Strategic Sourcing

Driving go-to-market activities that target cost reduction, on-time delivery and ensuring quality:

- Global sourcing strategy formulation
- Category strategy development
- Supplier identification, evaluation & pre-qualification
- RFX process management
- Supply chain and logistics mapping
- Negotiation and contracting
- Rapid sourcing programmes
- Buying trips
- Supply chain risk mitigation

3 Transactional Procurement

Comprehensive interventions across the transaction value chain that realize cost savings, on-time delivery and quality – for real, concrete and sustainable results:

- Contract management
- Supplier relationship & risk management
- Site visits and supplier audits (commercial, technical, modern slavery, CSR & HSE)
- Quality management, QA/QC & expediting
- Installation & commissioning support
- Logistics management
- After-sales service support

4 Outsourced & Managed Procurement Solutions

Simplify your global procurement and supply. Trust us as your long-term partner – and benefit from our experience curve, international footprint and global market access:

- Project management office (PMO)
- Inspection & quality partner
- Strategic intelligence partner
- Managed services
- International procurement office outsourcing (IPOO)
- Procurement business process outsourcing (PBPO)

Enhance procurement capability & performance

Realise cost savings, on-time delivery & ensuring quality

Benefit from BCC sourcing with minimal upfront investment



Our Solutions

Capex Project Procurement Solutions

We support your projects

1 Capex Procurement Project Management

Planning and coordination that give visibility and that de-risks the project – interfacing with all stakeholders across the project landscape:

- Project planning
- Project & risk management
- Global supply chain strategic intelligence
- Supply market analysis
- Contracting strategy
- Supplier performance evaluation process design
- Demand & specification management
- Risk & schedule management

2 Sourcing, Procurement, Contract & Transaction Management

Commercial engagement and sourcing interventions that support project schedules and risk management:

- Document preparation
- Supplier identification, selection & management
- Negotiations; Sourcing optimization
- Contract terms management
- Supplier relationship management
- Operational purchasing management
- Supplier financial compliance monitoring
- Accounts payable processing

3 Quality Management (QA/QC), Inspecting, Testing & Expediting

Rigorous quality management planning and execution:

- Sample collection & testing
- Site visits & supplier audits (commercial, technical, modern slavery CSR & HSE)
- Quality management & expediting; Fabrication quality assurance & control
- Inspection & testing
- 3rd Party, subcontractor & sub-supplier management
- Installation & commissioning support
- Warranty claims
- After-sales service support

4 Project Logistics Management

End-to-end project logistics management:

- Control towers overseeing integrated supply networks
- Inventory management
- Logistics, supply chain & 3rd party management
- Transportation & warehousing
- Warehouse management & control
- Customs clearance management
- Supply chain finance

Effectively manage the project from sourcing to logistics process

Provide strategic solutions to unique project requirements

Improve project management across the value chain

Clients, Industries & Categories / Products



Axis Group works with clients globally across industries and categories / products, focusing on where our capabilities add value

Industry Experience

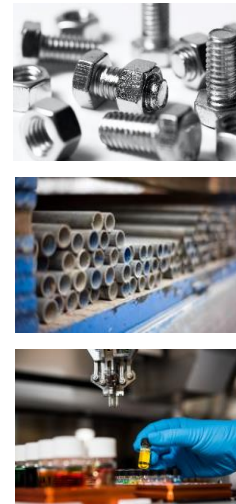


Our Clients

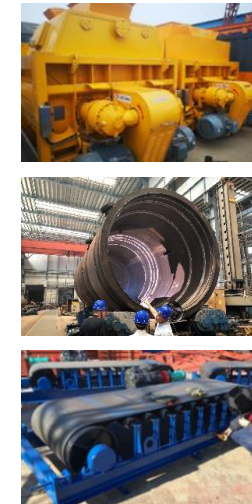


Select Categories / Products

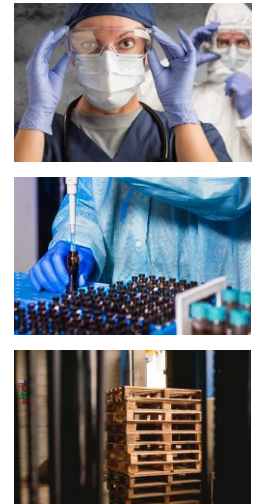
Industrial



Mining



Healthcare / Consumer



Capabilities, Approach & Excellence

Our capabilities and multi-disciplinary approach drive excellence

Excellence

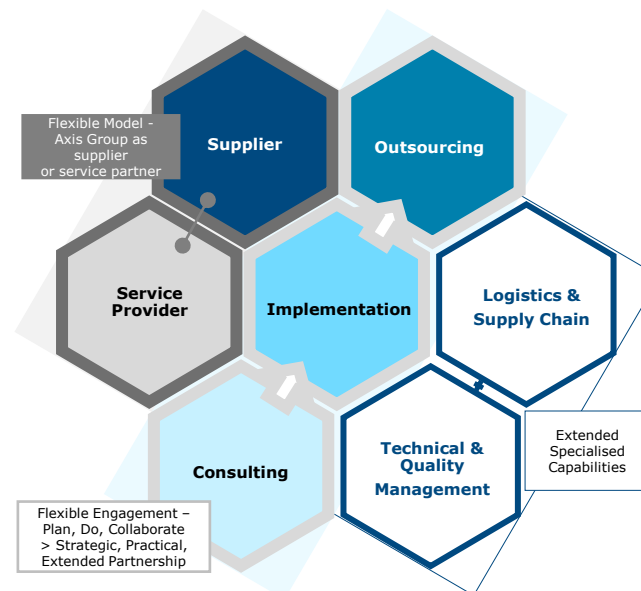


Our Capabilities



- Leader in Global Sourcing & Procurement**
Industries include mining and resources, industrial and engineering sectors, chemicals, packaging, healthcare, FMCG and general merchandise
- Extensive Supplier Database**
More than 8,000 identified suppliers, with over 1,800 pre-qualified
- Comprehensive Quality Management**
Comprehensive quality planning, Quality Assurance and Quality Control
- Enable Cost-down Solutions**
Enable cost-down and average savings of approximately 25% for customers (within a savings-range of 5-45%)
- CAPEX Projects and OPEX/MRO Supply**
Experienced in transacting in over 80 product categories across CAPEX projects and OPEX/MRO
- Approaches**
Sophisticated methodologies, systems, processes and practices in place with an 18-year experience curve
- Global Reach**
Integrated, on-the-ground supply-hubs and infrastructure across China, the rest of Asia and Africa

Multi-disciplinary Approach



Our Global Procurement & Supply and Market Expansion businesses is strategically positioned to bring together a unique value proposition – an amalgamation of key strengths & capabilities:

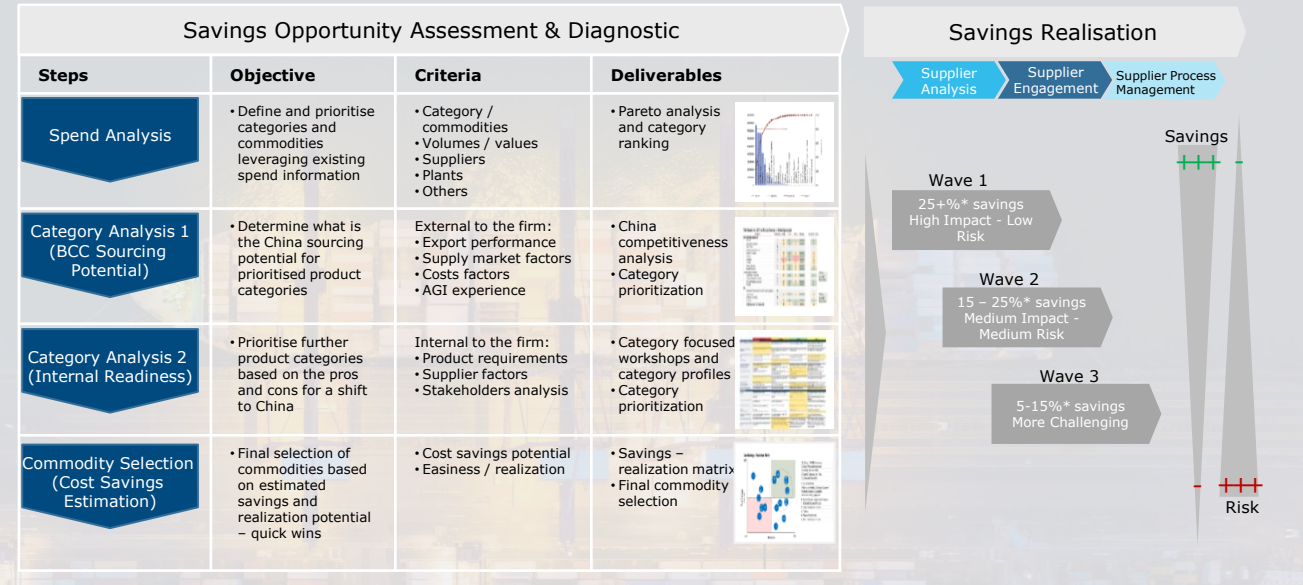
- Integrated international trading capabilities that simplify our clients' worlds – we supply you
- We provide a professional services experience to support all your procurement activities & needs - from analytics to sourcing events, transactional procurement, quality, logistics & supplier management
- An outsourcing model that gives clients more options, control & flexibility
- Operational & implementation capacity that enables solid execution: on-the-ground, end-to-end
- Advisory & consulting acumen to support strategic intelligence, decision support, change & transformation
- Deep logistics & supply chain capabilities that connect worlds
- Deep capabilities and rich experience in technical & quality management

Our Methodologies

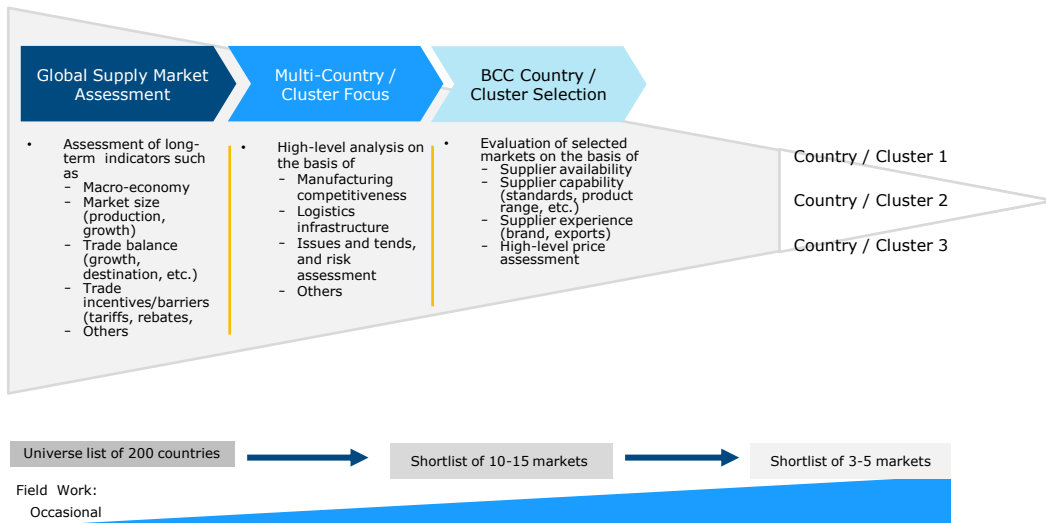
Leveraging our experience curve and methodologies for results



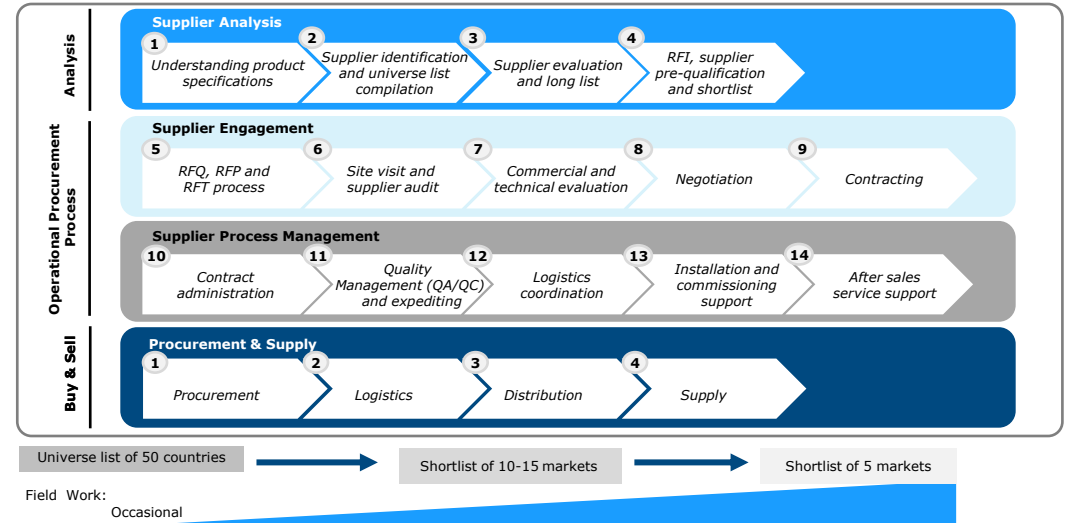
High-level Cost Reduction Methodology



Global Procurement Methodology: Phase 1



Global Procurement Methodology: Phase 2



Integrated Sourcing & Supply

We are your supplier

Selected Experience

Integrated Sourcing & Supply for a Leading Gold & Copper Mining Company

Supply feasibility assessment, global supplier discovery, shortlisting, tender & post-tender clarification, negotiation & contracting, quality management, international logistics and supply of chemicals and re-agents

Context & Problem

- Strong incumbent supplier position and supplier power
- Client needed a complete global market scan and strategic options plus practical supply solution
- Client had various global mining sites, complex logistics challenges and limited internal capacity
- Axis Group approached for integrated sourcing & supply of a range of chemicals and re-agents

Solution & Result

- Axis Group developed supplier shortlist, ran trial orders for testing and managed various interfaces between client, manufacturers, 3rd party service providers and solved all commercial and technical issues
- Collaborated with product and technical experts, and specialized testing laboratories to ensure consistent product quality for trial orders and long-term supply
- Set up all international logistics, managed all commercial issues and successfully supplied all products



Integrated Sourcing & Supply for an Australian Agri-Chemicals Producer & Distributor

Global supplier discovery, shortlisting, RFX, supplier selection, R&D process management, negotiation & contracting, quality management, international logistics and supply of specialized bio-products & fertilisers

Context & Problem

- Australian agri-chemicals distributor encountered a problem with incumbent supplier health
- Approach Axis for alternative supply solution
- Speed, technical complexity and difficult logistics influenced the process
- Various global supply markets had to be considered to solve the situation with complex product development needs, consolidation and de-consolidation and delivery

Solution & Result

- Axis Group rapidly launched a global market scan, identifying and filtering qualified manufacturers across 5 key global supply markets
- Axis Group teams engaged product and technical experts to ensure product standards, specifications and technical needs were met with consistent results
- Axis Group managed integrated sourcing, procurement, quality management processes and logistics delivery in a timely manner



Integrated Sourcing & Supply for a Global Diversified Mining Conglomerate

Global sourcing, procurement, international logistics and final supply of various healthcare product categories to all continents (for a comprehensive covid-response programme)

Context & Problem

- Mining client's ability to continue operations was restricted during covid-19 related lockdowns; mass PCR testing of staff and mining communities became an urgent priority
- This created an internal need for fast test results to comply with local regulations and continue operations amidst a global downturn in production as a result of the pandemic

Solution & Result

- On-going high value supply of complex / technical Covid-19 nucleic acid testing solutions to the client for staff and community testing
- Axis managed the full supply chain, from supplier combinations, product compatibility, production schedules, export expediting, to logistics consolidation, international cold chain freight management and deconsolidation, and delivery to site in Africa, Latin America and Europe



Global Procurement Services

We optimise your procurement

Selected Experience

Global Procurement Services for a Large Australian Iron Ore Mining Company

Cost reduction opportunity scoping diagnostic, global sourcing feasibility assessment and supplier shortlisting for a range of Capex and Opex/MRO categories

Context & Problem

- Client primarily relied on agents and middlemen for its supply of heavy machinery, steel products and consumables – implying that significant savings could be extracted
- Client experienced difficulty in delivery schedules, quality, cost escalation when sourcing product from its existing supplier pool, and wanted to explore sourcing from global supply markets, including BCC's in Asia

Solution & Result

- Axis conducted a global sourcing and cost reduction opportunity scoping exercise to identify wave 1, 2 and 3 product categories with high potential for savings
- The client attained a better understanding of the sourcing opportunity in Asia – and was able to extract significant savings, achieve visibility and reduce risk
- Client also develop a better framework for meeting ESG objectives and Modern Slavery compliance



Global Procurement Services for a Leading International Integrated Mining & Processing Company

Comprehensive outsourcing services that include ongoing analysis, sourcing, transactional procurement, quality management and logistics management of all globally sourced categories

Context & Problem

- Client has mining and processing facilities in USA, Europe, Middle East, Africa, Australia and Asia
- Decided to close own sourcing office in China
- Outsourced all global sourcing to Axis Group in order to drive down cost, manages schedules, reduce risk, ensure quality and hit ESG targets

Solution & Result

- Axis Group has been a long-term outsourcing partner and achieved significant performance and savings targets
- Appointed over 5 years to do ongoing global procurement for over 400 packages / complex engineering products, with over 3,000 suppliers evaluated in multiple best cost countries
- Axis Group does integrated management of high value procurement transactions on ongoing basis



Global Procurement Services for a Leading International Packaging Company

Research and analysis, procurement feasibility assessment and supplier shortlisting for sourcing of various Capex, Opex/MRO and strategic materials. Also manage ongoing procurement and logistics

Context & Problem

- The client imports various packaging categories i.e. glass, paper, plastic, tinsplate sheets and coils, aluminum sheet and other packaging metal materials via hundreds of containers movements from Asia annually
- The client experienced difficulty in supplier management, pricing, vessel space and various other challenges

Solution & Result

- Axis Group enabled the client to develop supplier visibility and attain a better understanding of the sourcing opportunities in Asia and Eastern Europe
- The client secured better quality, schedules and prices and obtained more vessel space, including for difficult products such as coil-related products which had stricter transport requirements
- Axis group appointed as long-term global procurement partner



Capex Project Procurement Solutions

We support your projects

Selected Experience

Comprehensive Capex Project Procurement for a Leading Listed Indonesian Copper & Gold Miner

Project management, sourcing, procurement, contracts, quality management (QA/QC, inspection), expediting & project logistics - for over 100 packages procured from 15 countries

Context & Problem

- A large new processing plant in Indonesia with total project value at over USD 500mn
- Previously appointed procurement partner did not perform as expected; Axis Group approached to take over the project role
- COVID impact on global supply chain (including Project owner's own team unable to do QA/QC, expediting or global procurement)

Solution & Result

- Overall project management across multiple project streams and packages to help client deliver on project needs
- Minimised the overall schedule delay via strong expediting and ensured site construction schedule was met despite challenges
- Managed complex project management across multiple packages despite covid challenges (Inspection restrictions and logistics impact)



Comprehensive Capex Project Procurement for a London-Listed African Copper Mining Company

Project procurement, project management, quality management (QA/QC, inspection), expediting and comprehensive integrated project logistics

Context & Problem

- A remote new mining project in Africa, with tight timeline, complex global supply chain, resource constraints and a second tier EPC partner
- COVID impact on global supply chain (increased complexity in lead time, logistics, etc.)
- Relatively weak EPC capability with complex project streams (and several subcontractors) made management of supply across packages difficult

Solution & Result

- Axis Group activated operations teams across multiple offices (in China, Africa, Asia, etc.)
- Strong technical support to the client and EPC partner (resident engineers, inspectors and expeditors)
- Involved from early stages of fabrication quality management and with onsite teams
- Provided strong and efficient logistics solutions (to remote locations in Africa), despite global supply chain challenges and disruptions



Capex Project Quality Management for an ASX-Listed Australian Mining Company

Project management, quality management (QA/QC, inspecting, testing), schedule management and expediting, packing and loading supervision and overall project logistics management

Context & Problem

- A remote new mining project under development in East Africa with a complex international supply chain
- Suppliers across multiple supply markets including China and Asia
- COVID impact and disruptions of the project supply chain (increased complexity in lead times, logistics, etc.)
- Complicated subcontractor management and relations

Solution & Result

- Involved in early fabrication stages to instill project discipline and ensure EPC compliance to procurement, manufacturing, SHEQ and other standards
- On site residential inspectors over duration of fabrication cycle – across multiple fabrication yards
- Provided strong and efficient project logistics solutions to remote locations in Africa despite many disruptions



Our Value Proposition

Best-in-class **Global Procurement & Supply** solutions that leverage our vast experience, global reach, integrated offerings, multi-disciplinary approach, proven excellence, and position within a leading provider of smart logistics solutions



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