



Axis Group Global Procurement & Supply

Typical Mining Industry Categories, Products &
Packages with Global Sourcing Relevance

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



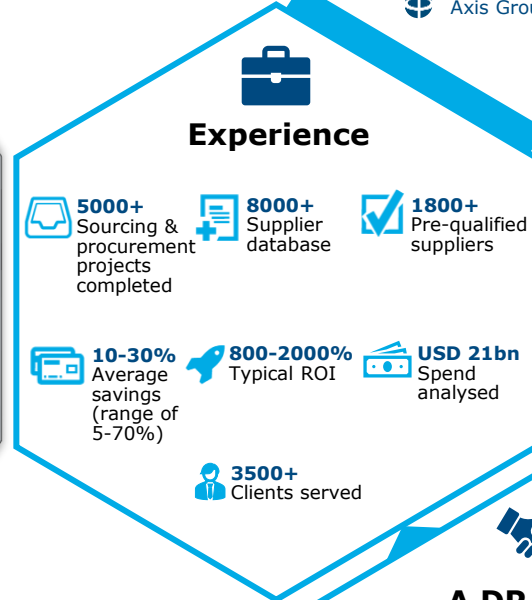
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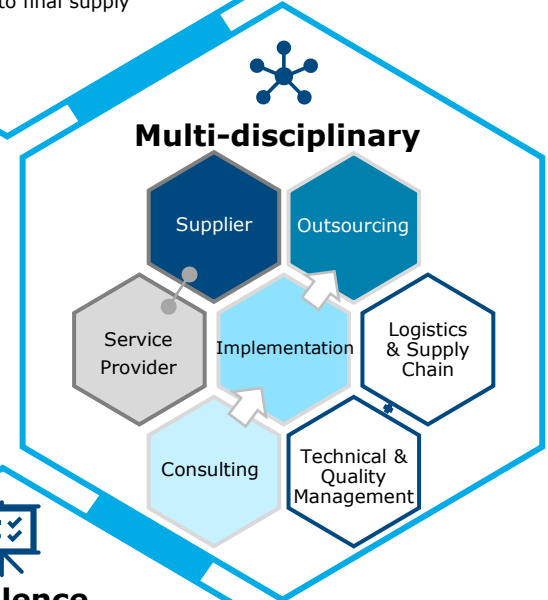


DP WORLD

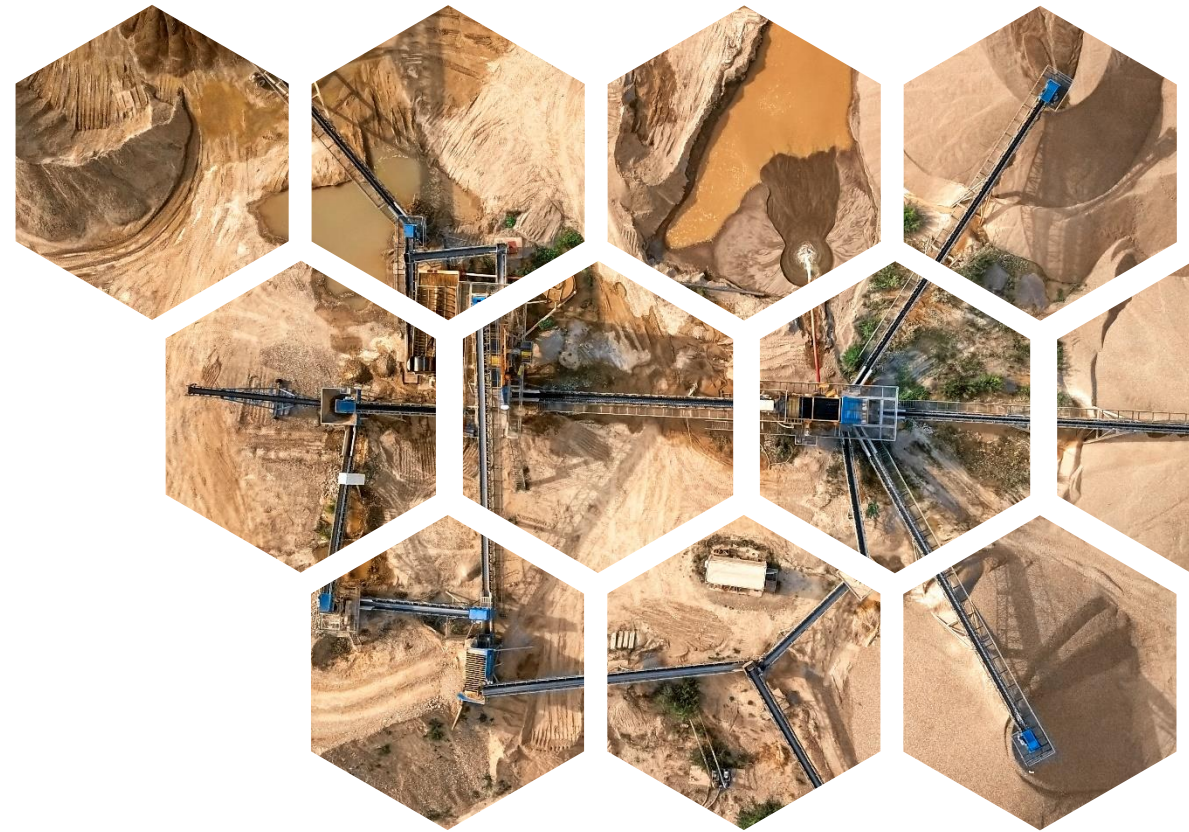
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- Local Knowledge**
 - Incorporate **Local Knowledge** and **Supply Market Intelligence** into your low-cost country sourcing strategy to reduce **Risk**
- Speed to Value**
 - Rebalance your overseas sourcing risk profile with **New Savings** bringing genuine **Speed to Value** from harnessing **Local Knowledge**
- Remote Management**
 - Allows you hands-off **Remote Management** of supplier appraisal, engagement and selection – and complex execution in remote low-cost country sourcing destinations

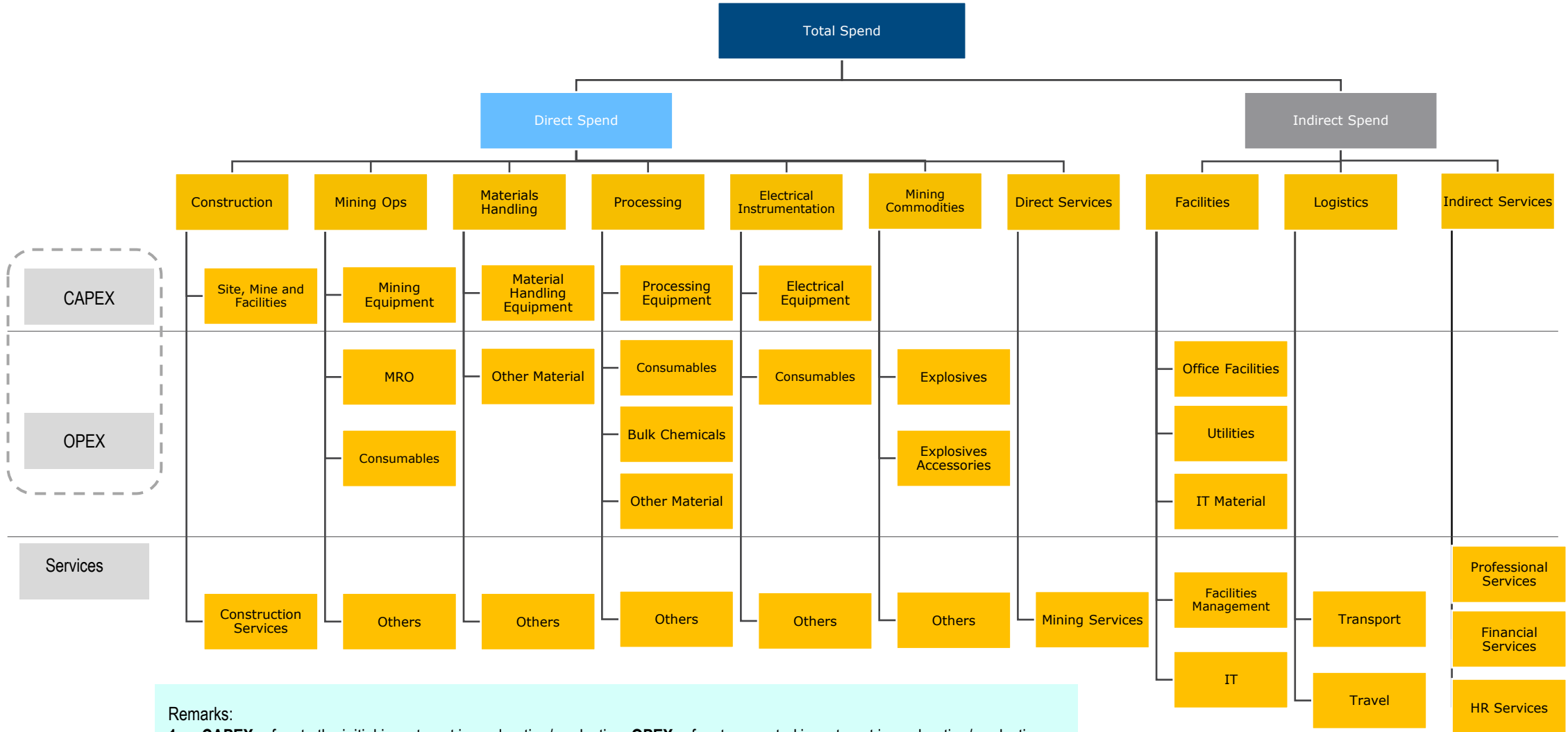


Typical Mining Industry
Categories, Products &
Packages with Global Sourcing
Relevance



Classification of the total spend of typical Mining Companies

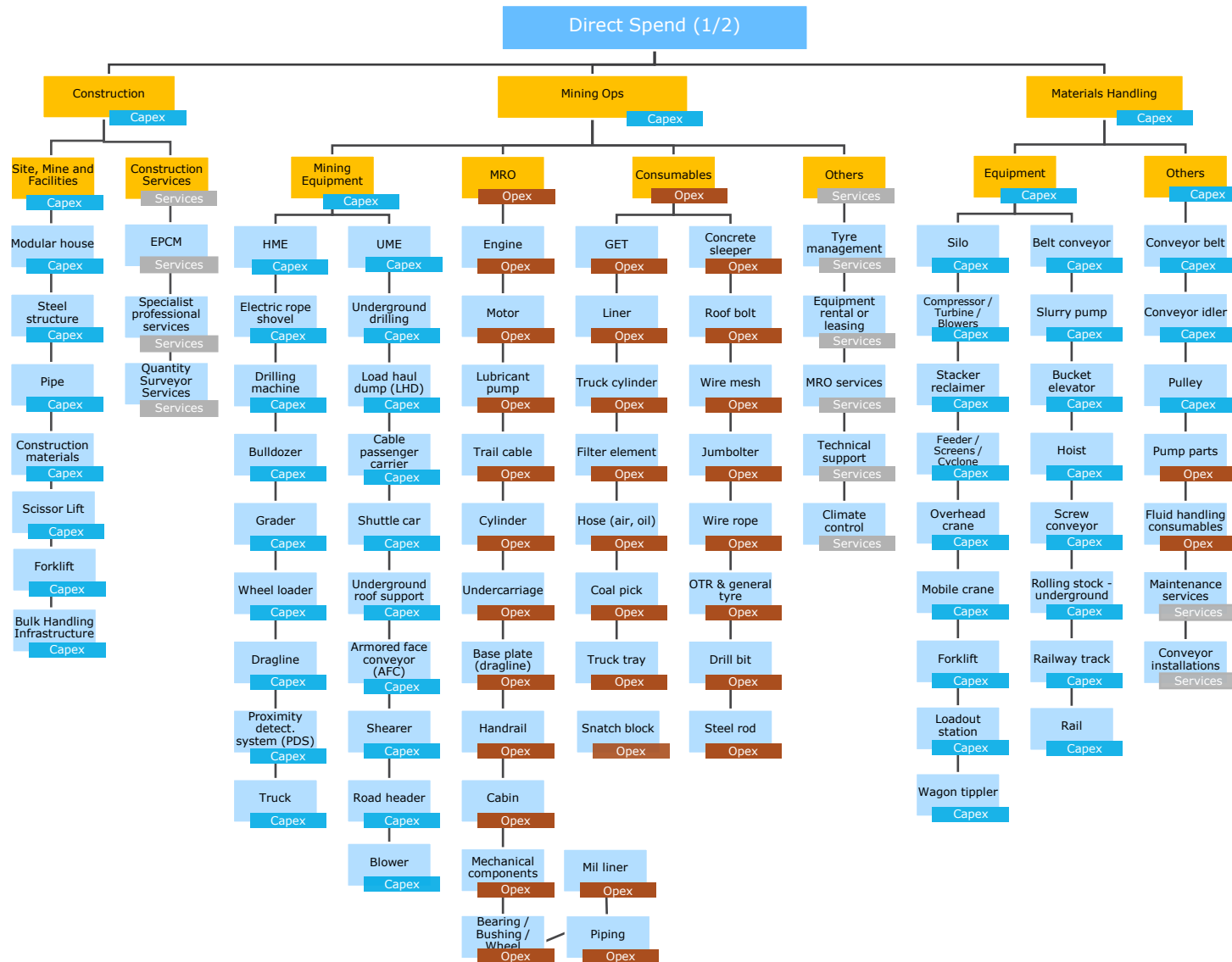
Spend Tree of Typical Mining Companies (High Level)



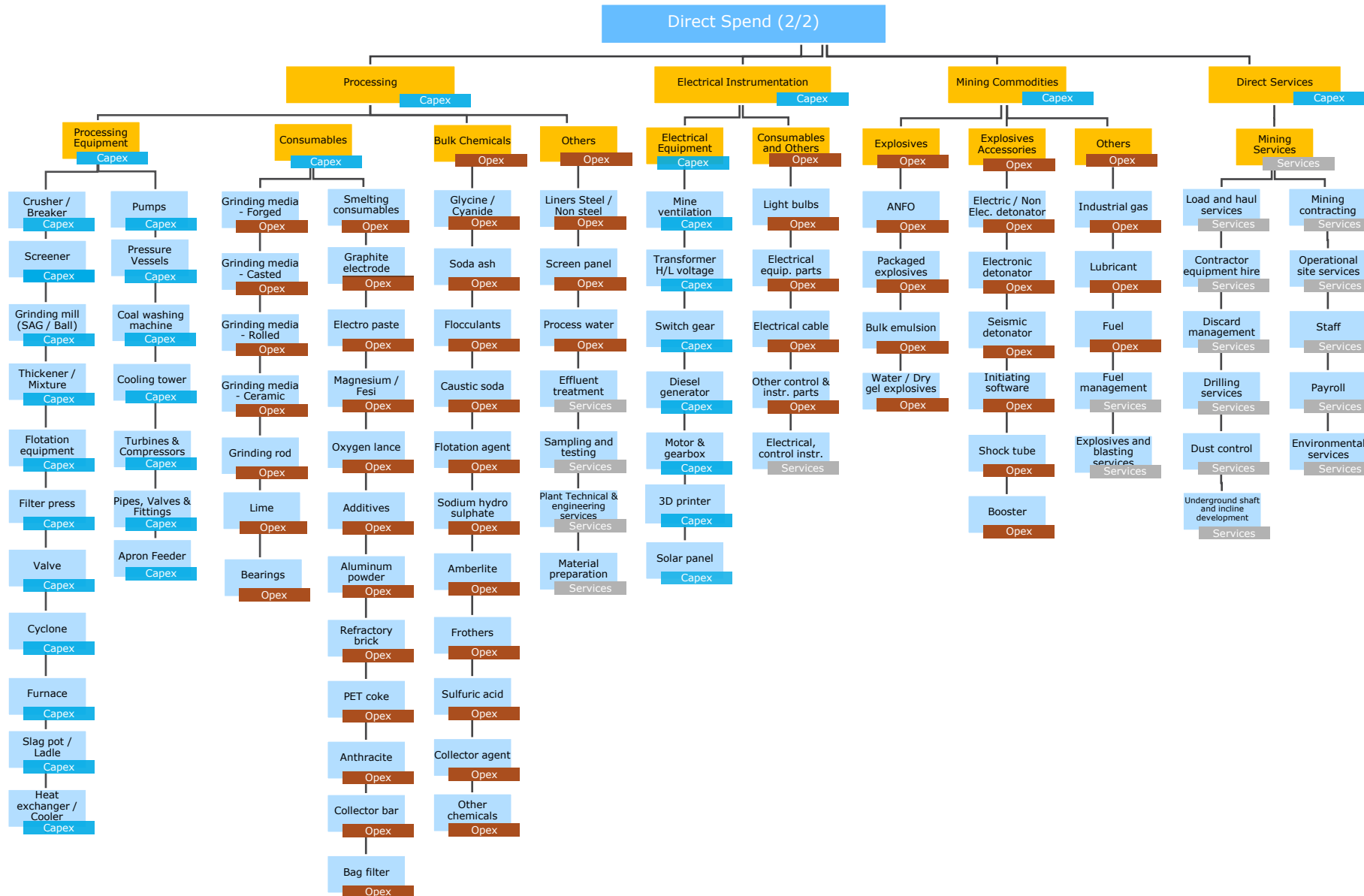
Remarks:

1. **CAPEX** refers to the initial investment in exploration/production; **OPEX** refers to repeated investment in exploration/production;
2. What is categorized as **CAPEX** will not be simultaneously categorized as **OPEX**

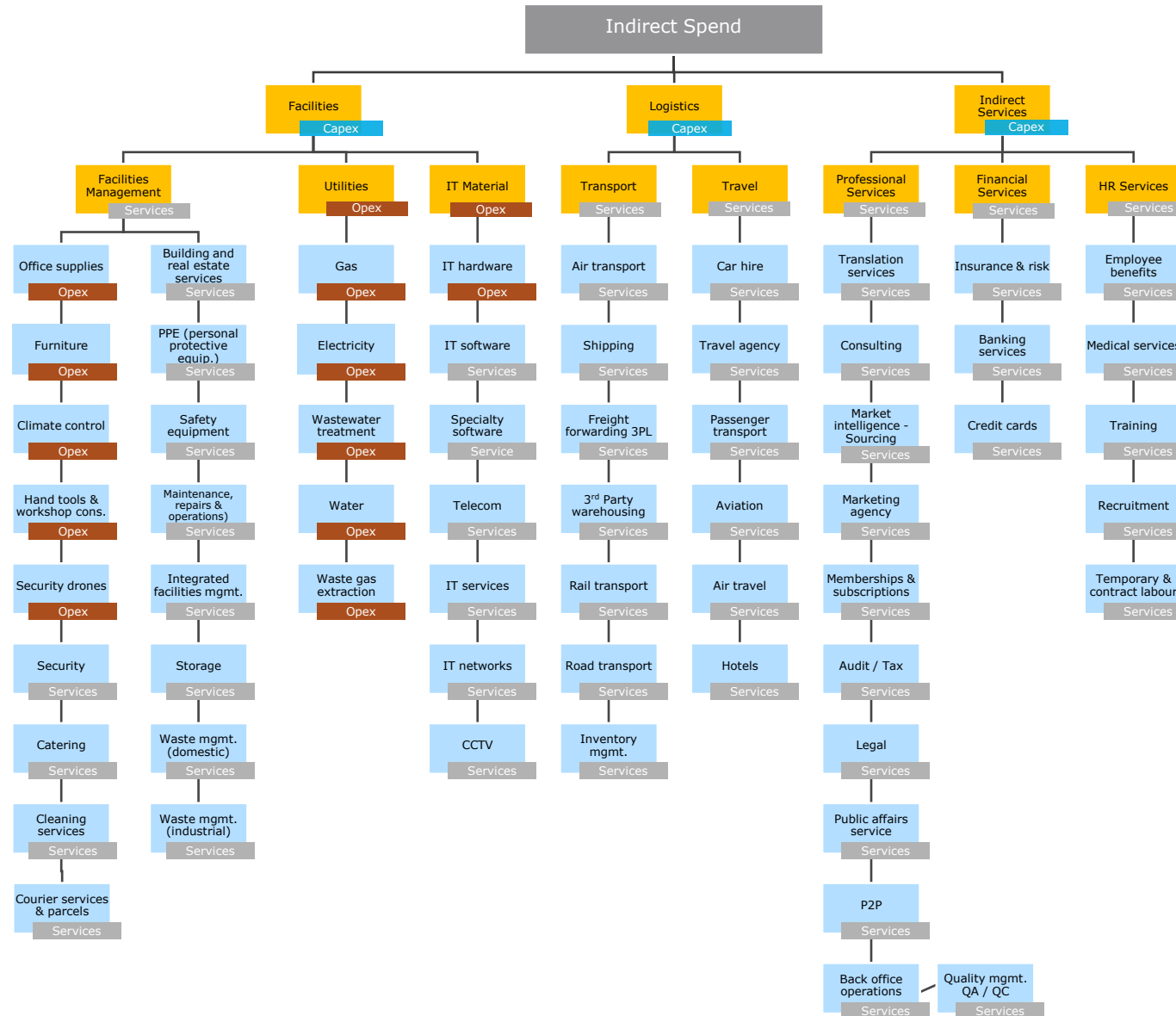
Classification of the total spend of Mining companies



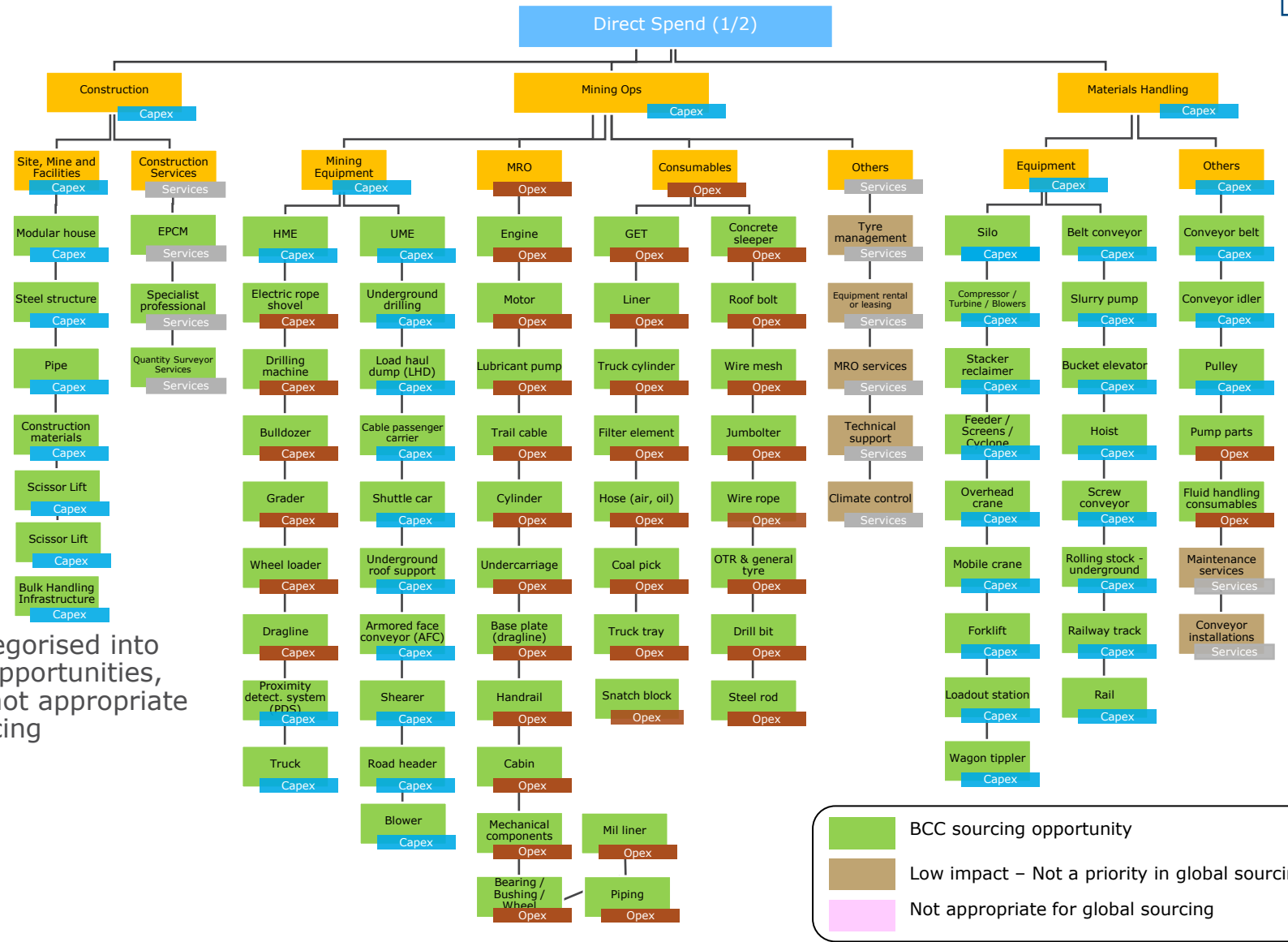
Classification of the total spend of Mining companies



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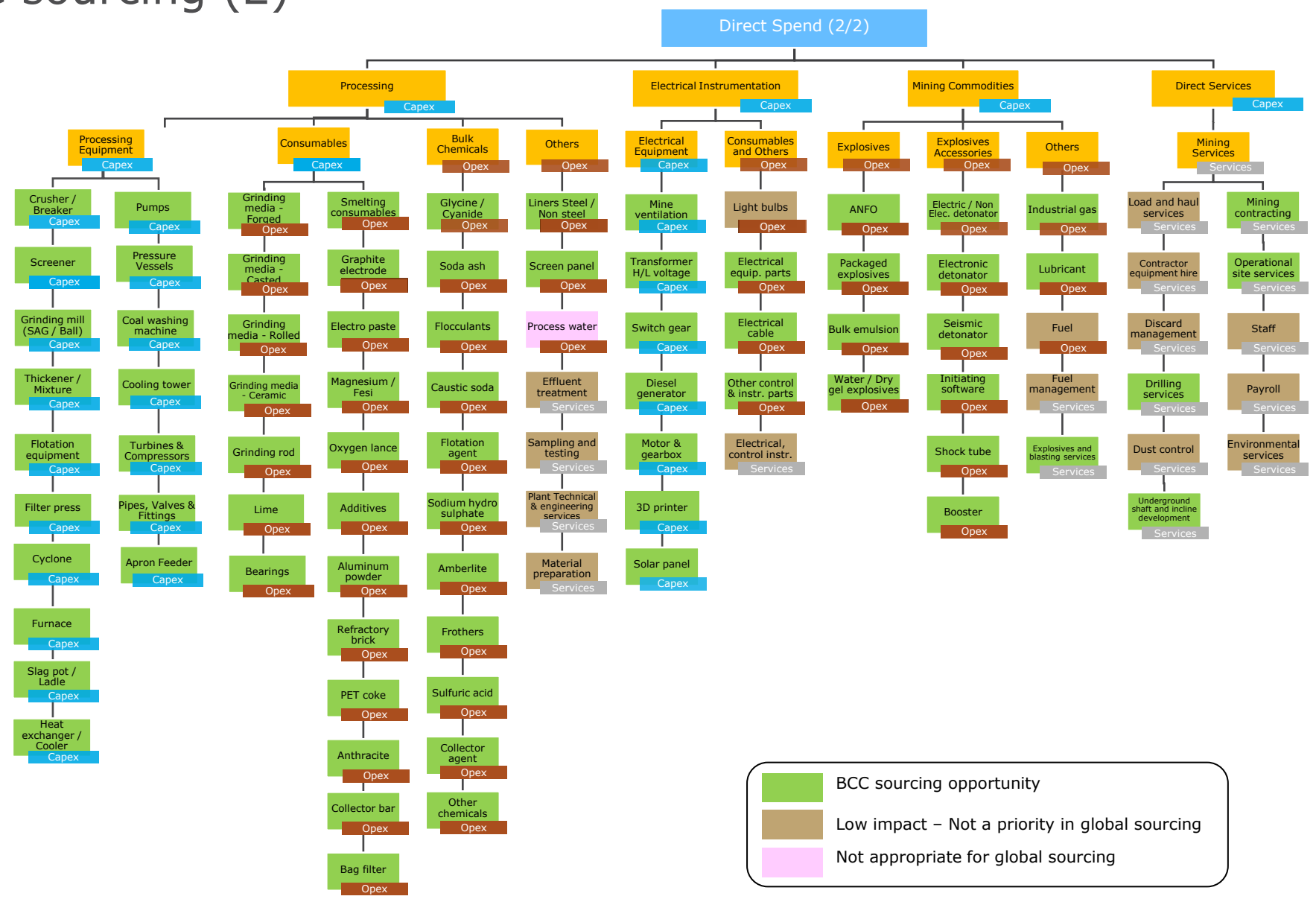
Elements of expenditure profile potentially addressable via BCC sourcing (1)



Spend was categorised into BCC sourcing opportunities, low impact or not appropriate for global sourcing

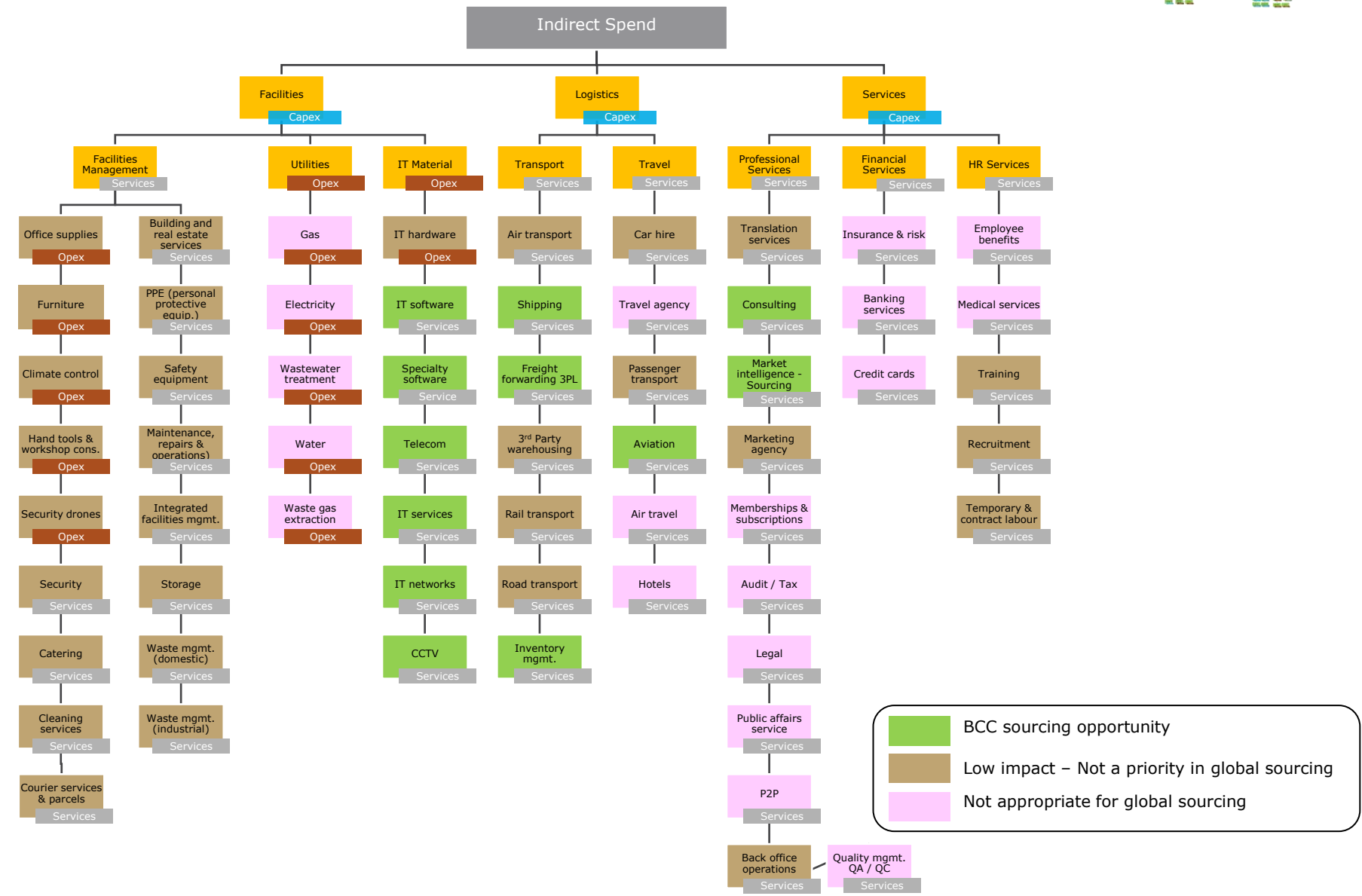
- BCC sourcing opportunity
- Low impact - Not a priority in global sourcing
- Not appropriate for global sourcing

Elements of expenditure profile potentially addressable via BCC sourcing (2)



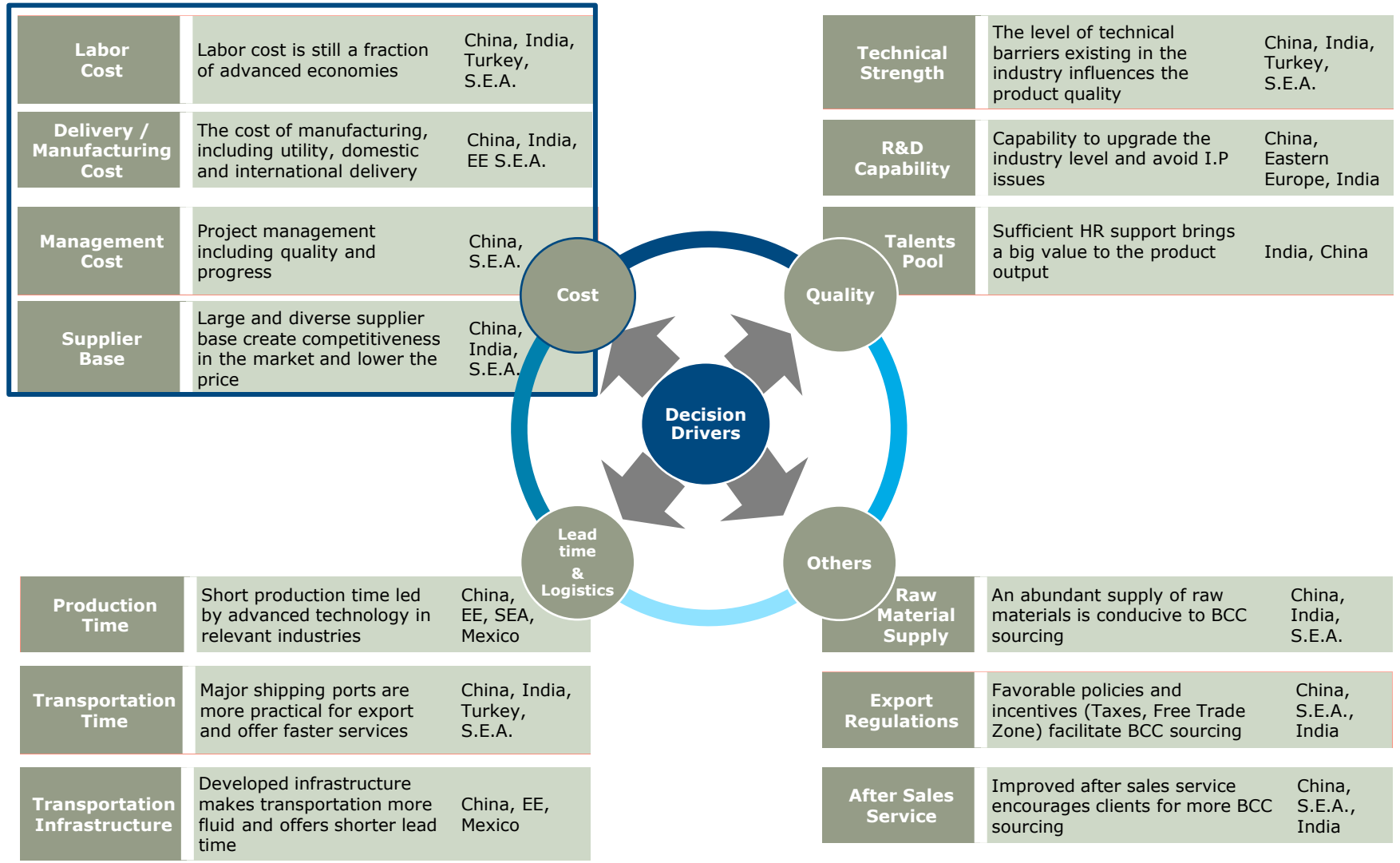
- BCC sourcing opportunity
- Low impact – Not a priority in global sourcing
- Not appropriate for global sourcing

Elements of expenditure profile potentially addressable via BCC sourcing (3)



- BCC sourcing opportunity
- Low impact - Not a priority in global sourcing
- Not appropriate for global sourcing

With increasingly improved production capability in BCCs, procurement decision drivers are becoming more multilayered with cost remaining an important element



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